

The CHEMIST AND DRUGGIST



For Retailer, Wholesaler and Manufacturer

AUGUST 19 1961

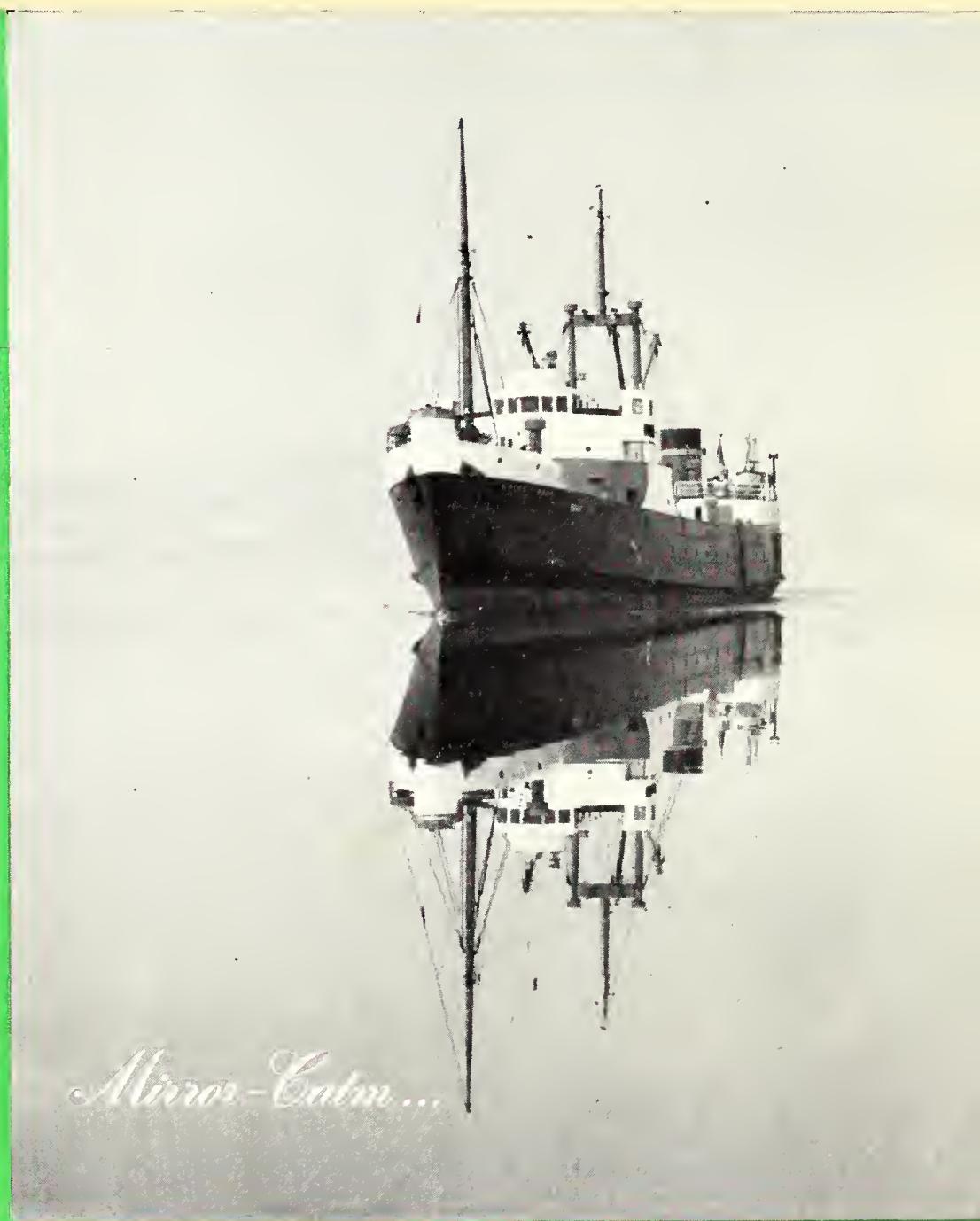
the
tranquilliser
pure and simple...

Thioridazine is so well tolerated
it appears an excellent phenothiazine
for ambulatory patients,
in particular for maintenance of patients
after they leave hospital."

J. ment. Sci. (1960) **106**, 1417.

Melleril
BY **SANDOZ**

Thioridazine hydrochloride 10 mg. 25 mg. 50 mg. 100 mg.
Syrup: 25 mg. thioridazine base in 4 ml.



"*Laird's Moor*," Clyde Estuary

... in senile agitation



**PRICES
ARE
DOWN!**

No Belt COSETTE

the No-Belt Brief that was 1960's
BEST SELLER will **SELL BETTER** in 1961!

NYLON — 1960 9/11 1961 8/9 retail

RAYON — 1960 6/11 1961 6/9 retail

THIS MEANS YOUR—

PROFITS ARE UP!

**SPECIAL
BONUS OFFER**

IF YOU ORDER NOW!

13 BRIEFS FOR THE PRICE OF 12

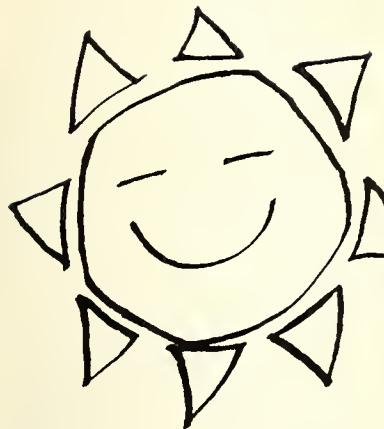
NYLON—you **BUY 12 prs. for 59/-**
you **SELL 13 prs. for 110/6 (ex. P.T.)**
YOUR PROFIT—51/6—47%!

RAYON—you **BUY 12 prs. for 46/-**
you **SELL 13 prs. for 85/- (ex. P.T.)**
YOUR PROFIT—39/-—46%!
(This offer is for direct accounts only)

Plus!

Usual powerful National
Advertising throughout the
year in leading women's
magazines—

WOMAN
WOMAN'S OWN
MODERN WOMAN
SHE
WOMAN & BEAUTY
reaching MILLIONS of
your customers!



ROBERTS WINDSOR WINDOW DISPLAY COMPETITION

FIRST PRIZE—HOLIDAY FOR TWO IN TANGIER

T. H. Totty, M.P.S., (Region 2)

Walmley Pharmacy,
28, Walmley Road,
Sutton Coldfield, Warwicks.

SALES ASSISTANT'S PRIZE £20

Miss S. Cotterill

REGIONAL PRIZE WINNERS £75

Region 1

Herbert & Shrive Ltd.,
202 Kingston Road,
Teddington,
Middlesex.

Region 3

G. H. Chapman, Ph.C.,
121 Manchester Road,
Chorlton-cum-Hardy,
Manchester 21.

Region 4

Allan F. Fanning,
11 Airth Place,
Mossspark,
Glasgow S.W.2.

SALES ASSISTANTS' PRIZES £10

Mrs. R. Wilson

Miss Joyce Riley

Miss Florence Thomson

RUNNERS-UP PRIZES £20

Region 1

A. C. Redman, M.P.S.,
51 King Street Parade,
Twickenham.

Region 2

Allen & Neale (Chemists) Ltd.,
55 High Street,
King's Lynn, Norfolk.

Region 3

L. Rowland & Co. Ltd.,
Llay,
Wrexham, N. Wales.

Region 4

I. J. Boal, M.P.S.,
37 Queen's Parade,
Bangor N.I.

Congratulations to the prizewinners and all who entered. Such a variety of imaginative displays made the judging as pleasing as it was difficult.

ROBERTS WINDSOR LTD., London - Windsor - Nottingham

Alka-Seltzer

TRADE MARK

In our announcement in the Chemist & Druggist of week ending August 5th, our terms were shown incorrectly due to a typographical error.

They are, in fact, as follows:

VALUE AT STANDARD LIST PRICE	DISPLAY DISCOUNT
£5 - - -	5%
£10 - - -	7½%
£20 - - -	10%
£40 - - -	12½%
£100 and over -	15%

Minimum order £5

All orders delivered carriage paid. Net monthly account.

MILES LABORATORIES LTD · STOKE COURT · STOKE POGES · BUCKS

Calmic

POLYBACTRIN

antibiotic powder spray

A combination of Neomycin sulphate, Zinc Bacitracin and Polymyxin 'B' sulphate in ultrafine powder form under pressure from an inert propellant. Polybactrin is for use as a treatment and prophylactic in all branches of surgery.

CALPOL TABLETS

A non-salicylate analgesic containing Paracetamol. Non-constipating. Has no adverse effect on the cardiac system. Suitable for children and peptic ulcer patients.

LAEVOSAN

for intravenous administration

Ampoules of sterile pyrogen-free Laevulose (fructose) in strengths of 20%, 40% and 62%. Also available in powder form as Laevulose Puris in 1 kilo and 5 kilo packs. Has many clinical advantages over dextrose in the treatment of metabolic stress and liver disease.

HYPON

Analgesic and antipyretic tablets

A balanced formula containing Codeine, Phenacetin, Acetylsalicylic acid plus Caffeine and Phenolphthalein to counter the side effects of depression and constipation.

CICATRIN

An amino-acid antibiotic, cream or powder, with the dual effect of controlling local infection and promoting healing. Indicated for the treatment of superficial wounds, burns, varicose ulcers, rectal surgery and pyogenic skin conditions.

CEREVON

(Ferrous Gluconate)

The original ferrous gluconate preparation, Cerevon is presented in tablet and elixir form.

DRAPOLENE

Formulated specifically for the prevention and treatment of napkin rash. The active principle of Drapolene is benzalkonium chloride, which is highly active against urea-splitting organisms which are held to be the causative factor of urinary dermatitis in infants and incontinent patients.

FERROMYN

(Ferrous Succinate)

Ferromyn is established as an extremely well tolerated organic iron salt for the treatment of iron deficiency anaemias, particularly during pregnancy. Also available, Ferromyn 'B' for iron deficiency accompanied by Vitamin 'B' deficiency. Ferromyn is presented in tablet, elixir and capsule form.

VASCUTONEX

A topical salicylate therapy for the relief of all soft tissue pains, especially those associated with muscular rheumatism. Vascutonex is non-staining, odourless and contains no counter-irritants.

LAEVOTONINE

A palatable tonic containing Laevulose, strychnine, phosphoric acid and manganese, indicated in conditions of neurasthenia, convalescence and general debility in the aged.

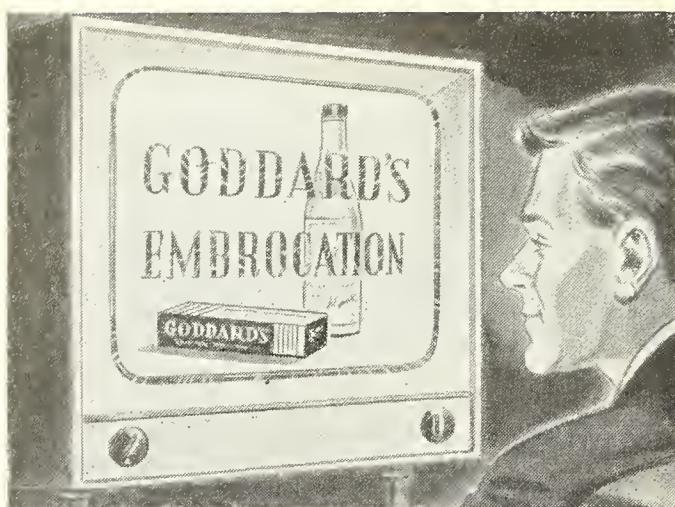
PUROMYN

For the treatment of bacterial and fungicidal infections of the mouth particularly indicated in the treatment of oral moniliasis.

S7 JELLY, POWDER AND CREAM

For the treatment and prophylaxis of fungal and bacterial infections of the skin and mucous membranes, e.g. moniliasis, dermatophytosis, staphylococcal skin infections. Available as S7 Cream, Powder and Jelly.

pharmaceuticals



17 MILLION CUSTOMERS

for Goddard's Embrocation. 17 million viewers in London, in the South of England and throughout the Midlands know that Goddard's Embrocation will give soothing relief from rheumatism, bruises, sprains, strains, stiff-joints, lumbago and sciatica, and when the chilly weather starts your customers will be asking for it. Display material available.

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Order now from your Wholesaler or from: J. G. Goddard & Co. Ltd., 100 Moncrieff Street, Peckham, London, S.E.15



The amazing Swiss Product

MAVALA

ELIMINATES
BROKEN AND
SPLIT NAILS



DIAMOND
HARD
NAILS

immediate Result

21/6 bottle—(a year's supply)
MAVALA CUTICLE CREAM and BASE COAT 18/6 bottle
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Sole Importers: JAMES, SAMUEL & CO., LTD.
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Tel: BIS 6267

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100 boxes and over 3/2 per box, 50 to 99 boxes 3/6 per box,
under 50 boxes 4/- per box. Standard pack, 6 gross to a box
IMMEDIATE DELIVERY FROM LONDON STOCKS

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LOWEST PRICES SINCE THE WAR
Size 6 in. x 1/2 in. x 2 mm. thick. Prime Hardwood perfectly finished
Boxed 100's Minimum order 10,000
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Specialist in Veneer and Plywood Products for all Trades
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Display them all the
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INDEX TO ADVERTISERS

Agfa, Ltd.	27	Ilford, Ltd.	25
Allen, Stafford, & Sons, Ltd.	9		
Ashwood Timber Industries, Ltd.	4		
Barnett & Foster, Ltd.	26		
British Railways (Eastern Region)	24		
Burrough, James, Ltd.	4		
Burroughs Wellcome & Co.	Price List Sup., Page 1		
Bush, W. J., & Co., Ltd.	13		
Calmic, Ltd.	3		
Colby Products, Ltd.	26		
Combined Optical Industries, Ltd.	10		
Comfy Curlers	11		
Cosette, Ltd.	Cover ii		
Cox, Arthur H., & Co., Ltd.	5		
Cresswell Bros. Sponges	18		
Cupal, Ltd.	Cover iv		
Daniel, Richard, & Son, Ltd.	17		
Dendron Distributors, Ltd. (Nuvola)	Cover iii		
Dendron Distributors, Ltd. (Sprint)	12		
Easipower Appliances, Ltd.	6, 7		
Fryer & Co., Ltd. (Victory-V)	28		
George, Ernest J., & Co.	Classified Section		
Gerhardt-Penick, Ltd. (Dethlac)	19		
Glaxo Laboratories, Ltd.	14		
Goddard, J. G., & Co., Ltd.	4		
Golden, Ltd. (Color-Glo)	22		
H. & A. Manufacturing Co., Ltd.	20		
Haetam, Ltd.	Classified Section		
Hamburger, M., & Sons	4		
Ilford, Ltd.		25	
James, Samuel, & Co., Ltd. (Mavala)		4	
Kigu, Ltd.	Interleaved Edit.,	15	
Lastonet Products, Ltd.,	Interleaved Edit.,	202	
Lincoln Chemicals, Ltd.	Interleaved Edit.,	201	
Marie Holland, Ltd.		8	
Medexport Smolenskaja-Sennaja		18	
Medico-Biological Laboratories, Ltd.		26	
Miles Laboratories, Ltd. (Alka-Seltzer)		2	
Mysore, Trade Agent for		20	
Orridge & Co.	Classified Section		
Rapidol, Ltd.		11	
Roberts Windsor, Ltd.		1	
Robinson & Sons, Ltd. (Surgical Dressings)		17	
Rochdale Metal Products, Ltd.		21	
Sandoz Products, Ltd.	Front Cover		
Savory & Moore, Ltd.	Interleaved Edit.,	16	
Smith & Hill (Chemists), Ltd.		18	
Washington Chemicals Co., Ltd.		23	
Zeal, G. H., Ltd.		24	
Zimmermann, Chas., & Co., Ltd.		20, 21	



excellent lines
for pain relief
—superbly packed

**SOLUBLE COMPOUND
CODEINE, B.P.**
24's in foil. Also in tubes of 20

PARACETAMOL
12's in clear foil, and in bottles
of 25 (C.O.B.)

SOLUBLE ASPIRIN, B.P.
24's in foil. Also in bottles of 30
and 100 (C.O.B.)

May we send you samples and trade prices ?
Please write to :
**ARTHUR H. COX & CO. LTD.
BRIGHTON • ENGLAND**

THE *Dreamland* DISPATCH

AUGUST 19, 1961



are you
Mr.“Five-
per-cent”
?

(SEE FOOT OF OPPOSITE PAGE)

Big Electric Blanket Company turns on the heat...

DREAM LAND

plan to dominate market!

**FREE PUBLICITY
FOR RETAILERS**
in
“Sweet Dreams”
Competition

This year Dreamland are giving the retailers whose customers win the “Sweet Dreams” Competition something original in the way of prizes—an 11" x 3 column advertisement FREE in their local paper. Something to draw extra customers to your shop and more profit to your till.

**MASS-APPEAL MEDIA FOR
THIS SEASON'S ADVERTISING**

With the electric blanket market growing all the time, Dreamland aim to capture the lion's share this season. A powerful new advertising campaign for the Dreamland range of electric blankets has been devised with wide-scale appeal and tremendous impact. Starting at the beginning of the peak selling period, the Dreamland story will be told in large spaces in both the

National and Women's Press, using the SUNDAY EXPRESS, THE PEOPLE, SUNDAY PICTORIAL, SUNDAY TELEGRAPH and WOMAN, as well as 60 and 30 second spots on all major television stations. There will be a big concentration around Christmas time which is bound to result in an even bigger demand than usual.



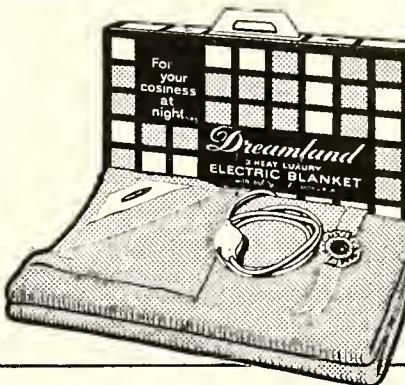
Packed with SALES APPEAL!

“Safety-Seal” wins top A.S.E.E. award

The Dreamland 3-heat Luxury Electric Blanket with new ‘SAFETY-SEAL’ Construction was awarded the Silver Plaque at the 1961 A.S.E.E. Exhibition for the year’s most outstanding development in the Domestic Electrical Products Field; Mr. F. R. Williams, Managing Director of the Company, told our reporter, “This was a great achievement for Dreamland—and more than confirmed our

faith in our new development. Not only was this the first time that the award had ever been won by an electric blanket but the Dreamland Blanket was chosen from thousands of products by Electrical Engineers and members of the Electrical Association for Women—proof both of its technical superiority and consumer appeal.”

The new Dreamland 3-Heat Luxury Electric Blanket comes in this gay new carry-home pack that also serves as a first class display piece while it’s in your shop. Also available in the way of point-of-sale material for Dreamland are 2 full colour showcards, one combined showcard and price ticket, a window sticker and a full colour consumer leaflet which tells your customers all they want to know about the full Dreamland range of electric blankets.



THE MAN FROM DREAMLAND with a big message of comfort!



A DREAM OF A PRIZE!

Two FREE 3-heat Blankets — One single & one double-bed-size
**IN A NEW "SWEET DREAMS" COMPETITION
FOR DREAMLAND PURCHASERS**

A new variation of last year’s popular “Sweet Dreams” Competition is open to every purchaser of a Dreamland Blanket. Every month from October to February ten lucky entrants will win

2 free Dreamland 3-Heat Electric Blankets. Entry forms are included with every blanket, but extra forms for any stock you hold can be obtained on request.

The peaceful, contented face of this man will be seen by millions of Electric Blanket buyers this season. For he is the ‘Dreamland’ man who expresses the luxury of Dreamland electric blankets in Dreamland’s biggest-ever advertising campaign. He will appear in 13" x 5 column spaces in the National press and Women’s magazines and will be featured on the colourful Dreamland Display material and literature. The Dreamland Range includes single and double bed sizes at prices from £4.19.6 for the Standard model to £9.14.0 for the revolutionary new 3-heat luxury model with ‘Safety-seal’ Construction — The world-patented Dreamland development that seals the element electronically in a special foam material for extra safety and comfort. This luxury blanket is made in two colours—sky blue one side and coral pink the other, with silver grey satin binding and special means of securing the blanket to the mattress and a new style five-position illuminated switch.

Lucky Mr. “Five-per-cent”

Every Dreamland Retailer gets an extra 5% discount on top of normal trade terms. How a firm with a top-selling brand can do it is Dreamland’s secret—some call it good management!

SECRETS of HEALTH and BEAUTY

Milk PACK

Rediscover the youthful freshness of your skin. For a complexion of sheer smoothness use a stimulating Marie Holland Milk Pack at least once a fortnight.

Seaweed PACK

Remove those tiny spots, clean out all the pores, bring health to your complexion. You can easily enjoy better health for your skin by regularly applying an invigorating Marie Holland Seaweed Pack.

Foam BATH

An exquisite beauty treatment to make your skin velvety soft. The toning-up effect of a Marie Holland Foam Bath will give you new zest. Each pack provides two full size Foam Baths.

Marie Holland

BEAUTY TREATMENTS FOR HEALTH AND HAPPINESS
From all leading Chemists and Stores at 2/1 each

This advertisement will appear in a wide range of women's papers starting in the Autumn, including:

**WOMAN & BEAUTY * WOMAN'S JOURNAL
HONEY * SHE and WOMAN'S MIRROR**

Orders and enquiries to:

Marie Holland Ltd.
17 Oxendon Street, London S.W.1
WHItehall 4606

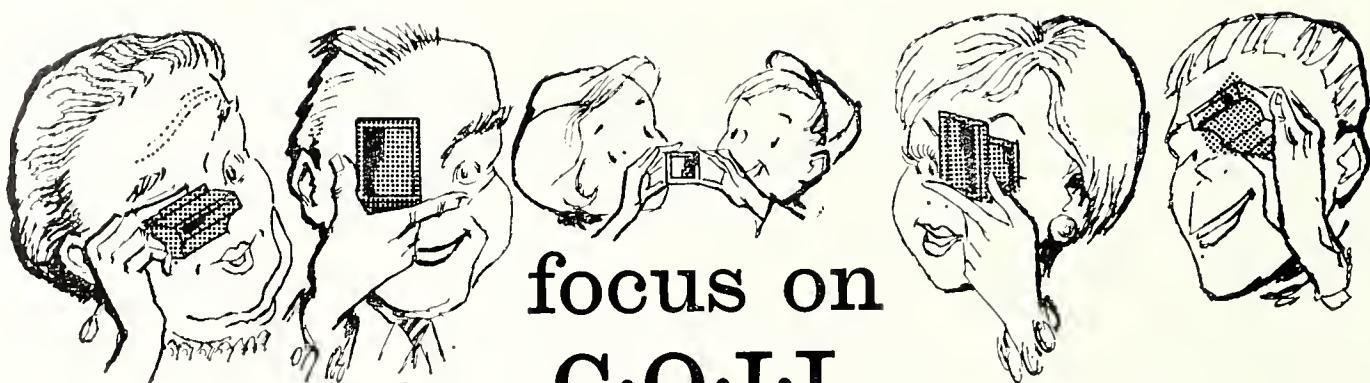


Allens GUM ACACIA POWDERS

ELECT., SUPER, SELECTED, B.P., S.C.
are now being milled by a new technique
giving unsurpassed quality and freedom
from impurities.

Samples are always available on request.





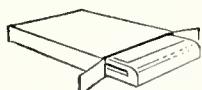
**focus on
C.O.I.L
—the viewers
*that sell on sight***

More and more people are asking for C.O.I.L—today's top value in viewers. Superbly made, distinctively packed and most reasonably priced, the latest C.O.I.L range has been designed to bring you bigger-than-ever sales. Profit to the full from the popularity of these fast-moving lines. Stock and display C.O.I.L viewers now.

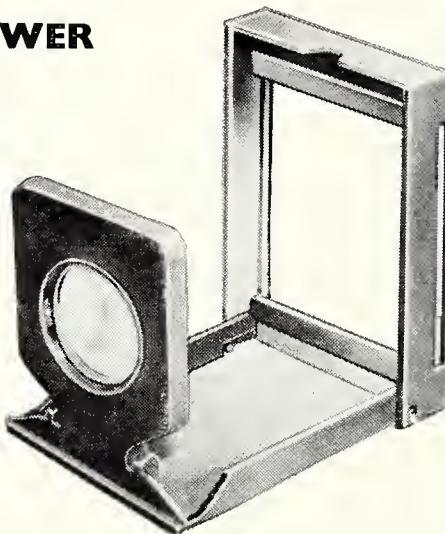
NEW! 'Thirty-Five' SLIDE VIEWER

Specially designed to give rigidity unachieved in any other folding viewer. Takes standard square slides for $2'' \times 2''$ transparencies. 'Wide aperture' twin viewing lens gives $2\frac{1}{2}x$ magnification with minimum distortion and allows prolonged, comfortable viewing. Sells fast at **8/6**.

For $2\frac{1}{4}'' \times 2\frac{1}{4}''$ transparencies C.O.I.L makes the 'Seventy' Slide Viewer, with all the top-selling features of the 'Thirty-Five.' Retails at **12/6**.

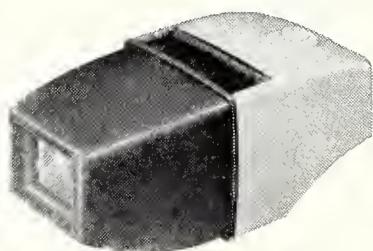


Folds safely with slide in position.
Folded, measures only $3'' \times 2''$ —cigarette pack size. Neat pocket pack.



**ILLUMINATING
SLIDE VIEWER**

For $2'' \times 2''$ slides and transparencies. $3\frac{1}{2}x$ magnification, giving field angle of about 30° for 33 mm. \times 23 mm. prints. Smart duotone blue finish. Handy pack. Retails at **18/6**. Non-illuminating **7/6**.



**35 mm
NON-FOLDING
SLIDE VIEWER**

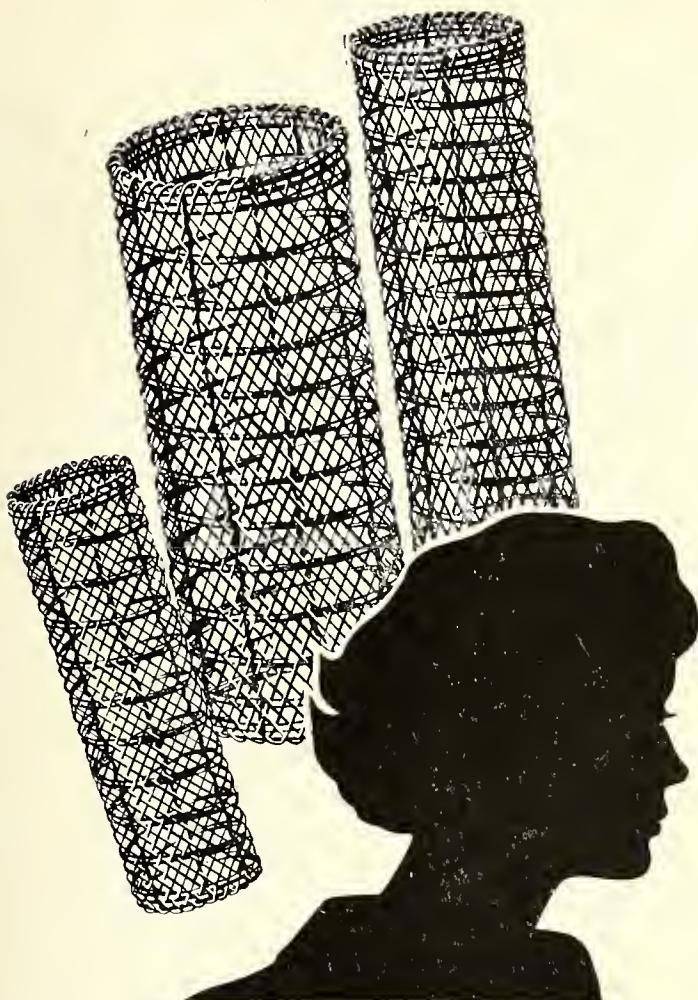
For $2'' \times 2''$ slides. Magnification $3\frac{1}{2}x$. Pocket-size. A firm favourite at **5/-**.



COMBINED OPTICAL INDUSTRIES LTD.

PLASTA WORKS • BATH ROAD • SLOUGH • BUCKS Phone: SLOUGH 21292





TOP-SELLING
Comfy
HAIR ROLLERS!

Already best-sellers in their thousands, Comfy Hair Rollers now get the added boost of colourful new counter display cartons. The quick-turnover sales of Comfy Rollers, especially those with the crystal nylon brush, will soar even higher when women see this compelling display. Don't miss your chance of extra year-round profits!

Order **NOW** from your usual wholesaler
COMFY CURLERS

**An eye to business
demands a good stock of
INECTO hair colourings**

**Established Inecto lines
sell surely:**

INECTO RAPID

permanent liquid tints, natural colours.
Wholesale 2/7 + P.T. Retail 5/4

INECTO COLOUR CREME

most modern of cream permanent tints.
Wholesale 3/6 + P.T. Retail 7/2

"HAIR MAGIC"

fabulous semi-permanent, now over 30 shades.
Wholesale 1/10 + P.T. Retail 4/1

**New Inecto lines
forge ahead famously:**

INECTO CREME FOR MEN

permanent cream tints already much in demand.
Wholesale 3/6 + P.T. Retail 7/2

CREME HAIR LIGHTENER

a rich, gentle cream, lightens and brightens
two-three shades.

Wholesale 1/10 + P.T. Retail 3/9

HI-LIFT ULTRA BLEACH

fastest, whitest ultra bleach, now developed
for home use.

Wholesale 1/10 + P.T. Retail 3/9

All created by Inecto, the largest and most experienced manufacturers of hair colourings in the world.

Advice Bureau: INECTO HOUSE, 27 DOVER STREET, LONDON, W.I. HYDe Park 7541 (12 lines)

get ready-get set GO for sprint

**the new glucose-plus tablet
with unique double action!**

Gives quick and lasting energy

Get ready for Sprint! . . . the new "keep on the go" tablet for housewives, businessmen, athletes, actors — you, your customers, everybody who wants quick and lasting energy.

Get set for Sprint! . . . set for extra sales and extra profits. Take full advantage of the Introductory Bonus Offer. Don't underestimate the demand. It's going to be terrific!

GO for Sprint! . . . your customers will! Display the forceful new pack and hard selling crowner — *free* with every dozen ordered — backed by national advertising to 52,607,000 readers in the —

**DAILY EXPRESS — DAILY MIRROR
DAILY HERALD — DAILY MAIL — PEOPLE
over and over again**

INTRODUCTORY BONUS OFFER

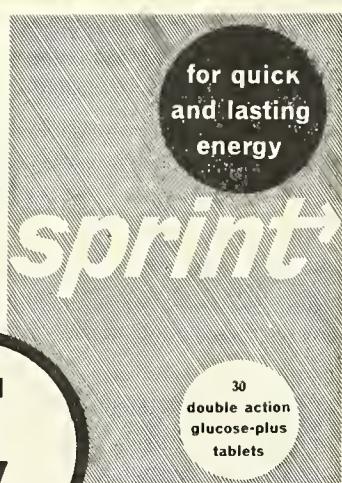
12 for the price of 11

You pay (for 11)	.....	.....	.....	.....	.....	36/8d
You sell (12 for)	.....	.....	.....	.....	.....	60/0d
Your PROFIT	.....	.....	.....	.....	.....	23/4d

Order NOW! Offer closes August 31st.

30 tablets in 5 hermetically sealed strips — a power in the pocket!

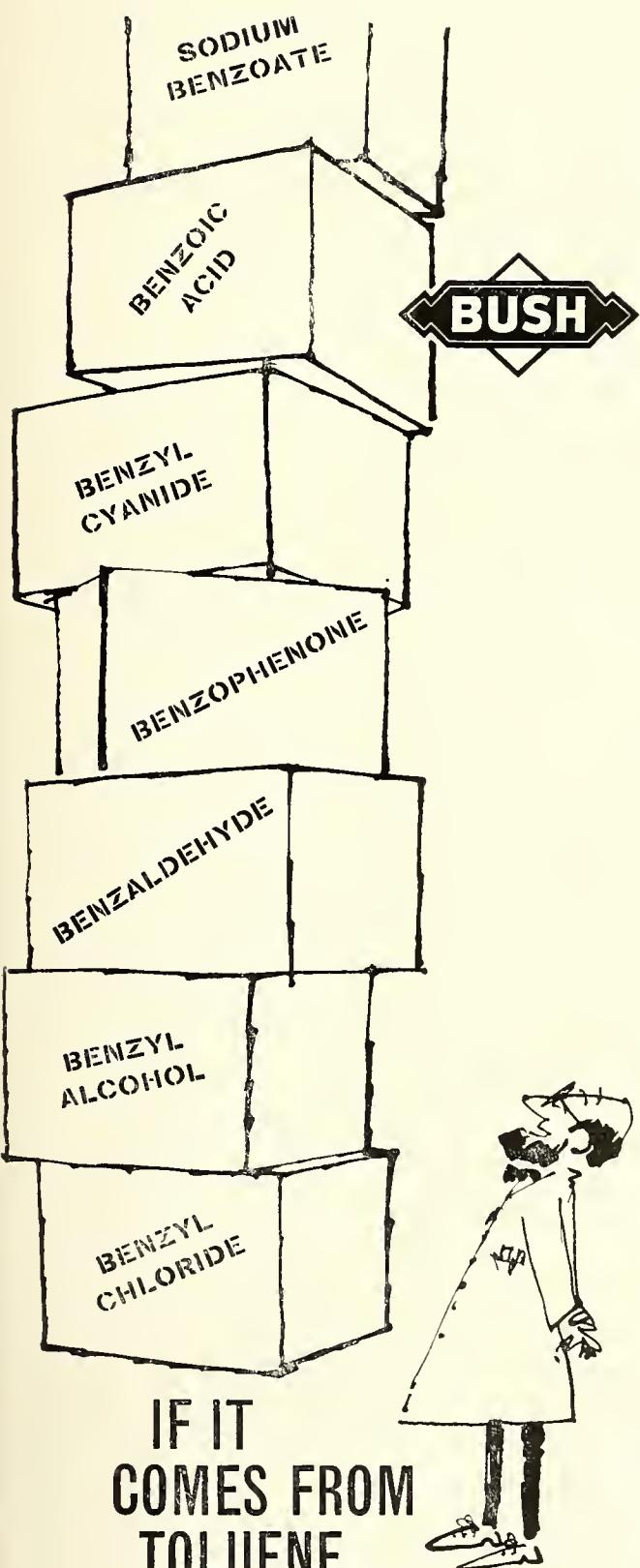
Keep your till on the GO with SPRINT



Composition: Glucose,
Caffeine, Vitamin B.12.

Order from your usual wholesalers or direct from:

DENDRON DISTRIBUTORS LTD., 94 RICKMANSWORTH ROAD, WATFORD, HERTS.



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COMES FROM
TOLUENE**

**ASK
BUSH**

**W. J. BUSH & CO. LTD
LONDON E8 · ENGLAND · CLISSOLD 1234**



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 176

August 19, 1961

No. 4253

CONTENTS

A Keener Edge to Profits	188
Cumulative Price List <i>Loose Supplement</i>	
Department of Pharmaceutical Sciences	191
Drug Costs in Hospitals	186
Friends in Pharmacy (concluded) ...	195
Leading Articles:	
Drugs in Hospitals	193
Invoicing the Surcharge ...	193
"Open Shop"	194
Pharmaceutical Society of Great Britain:	
Council Meeting	198
PVC for Shop Fittings ...	199
Qualifying as a Pharmacist (Eire) ...	192
Retail Pharmacy Wage Rates ...	189
Topical Reflections ...	185
Unique in Two Ways ...	190
100 Years Ago ...	194
Business Changes ...	187
Coming Events ...	205
Commercial Television ...	205
Company News ...	187
Contemporary Themes ...	206
Correspondence ...	191
Deaths ...	187
Irish News ...	184
Legal Reports ...	187
Manufacturers' Activities	186
Marriages ...	187
Materials and Maintenance	200
New Companies ...	187
New Products ...	188
News of the Week ...	183
Overseas News ...	184
Patents ...	206
Print and Publicity ...	205
Trade Marks ...	206
Trade Notes ...	189
Trade Report ...	203

Index to Advertisers, p. 5. Classified Advertisements, p. 28

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Ostermilk baby
 - tomorrow's
Farex child

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coll.	
do.	

The current 'Your Baby' campaign with its half pages in the "Daily Express", "Daily Mirror", "Woman", "Woman's Own" and "Woman's Realm" is providing opportunities for even greater sales of Ostermilk and Farex. For your full share of this extra business read—and encourage your assistants to read—Glaxo Topics and parcel leaflets for sales points. And of course keep up your Ostermilk and Farex displays with the latest crowners and showcards.

**The greatest ever demand for
 OSTERMILK is being followed by the
 greatest ever demand for FADEX ... one good
 food leads naturally to another!**

Packs and Trade Prices

OSTERMILK

1 doz. x 1-lb. tins 40/-
 2 doz. or 3 doz. 1-lb. tins
 £1.18 .3 per doz.
 4 doz. x 1-lb. tins or more
 £1.16 .6 per doz.
 (Glaxo 'top-profit' parcels)

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The CHEMIST AND DRUGGIST

Volume 176

AUGUST 19, 1961

No. 4253

Twelfth J.I.C. Agreement

NEW WAGE RATES FOR RETAIL PHARMACY

THE Joint Industrial Council for Retail Pharmacy has published the new wage rates given in the twelfth J.I.C. agreement. From August 28 the whole of the rates as given in detail on page 189 will be in operation.

"Pay Pause" in N.H.S.

COMMITMENTS TO BE HONOURED

THE principles laid down by the Government for securing a pause in wage and salary increases in the Civil Service are to apply in the National Health Service also. That decision has been announced to the chairmen of the various Whitley Councils. Commitments for pay increases already entered into are being met, including agreements already reached, awards made or awaited in cases already taken to arbitration, and firm offers already made. The increases are being put into effect on the dates agreed, awarded or offered. For the rest, the existing negotiating machinery will continue to function, and claims will be considered on their merits, but during the period of the pause any offer of increased pay which it may be thought reasonable to make will generally be for future implementation (with no retrospective) when circumstances permit. The Government is withdrawing from the scope of arbitration, and retaining in its own control the timing (and, if necessary, the staging) at which an award is put into effect. The arrangements also apply to claims for improvement in conditions of service other than pay. A review of the situation by the Government is being made early in 1962. It is pointed out that the Health Ministers already have the reserve power to withhold approval from any agreement, including an agreement embodying an arbitration award.

N.H.S. Superannuation

NEW REGULATIONS FROM OCTOBER 1

THE National Health Service (Superannuation) Regulations, 1961 (H.M. Stationery Office, price 3s. 6d.), which were made on July 25 and come into operation on October 1, consolidate the previous regulations dealing with the National Health Service Superannuation Scheme and make a number of amendments. They contain a new provision relating to intervals in service due to illness or injury. Employees will cease to be superannuable while on unpaid sick leave, but for such employees

and those who cease to be employed as a result of illness or injury, a period of incapacity of two years, or longer in certain circumstances, will be disregarded in determining whether a disqualifying break (i.e., a twelve months break) in service has occurred. Thus a period of three years, or longer at the Minister's discretion, may elapse before earlier service is lost. Any special rights will be preserved during the period of incapacity. Amendments have also been made to facilitate movement between the Health Service in England and Wales and the Health Service of Northern Ireland or the Isle of Man, the local government service in Northern Ireland, the Civil Service and the teaching service.

Retail Sales

BOARD OF TRADE STATISTICS

RECENTLY issued Board of Trade figures show that sales of chemists' goods by independent retailers were 5 per cent. higher in June than in May and 2·5 per cent. higher than in June 1960. Multiple retailers' sales were 5·6 per cent. higher in June compared with May and 9·6 per cent. higher than in

June 1960. Sales by Co-operative societies were 2·5 per cent. lower than in May and 3·4 per cent. higher than in June 1960. The figures do not allow for receipts under the National Health Service.

Consumers Advised

PRODUCTS TESTED BY ASSOCIATION

THE August number of *Which?*, the monthly publication of the Consumers' Association, examines various brands of baby milk, remedies for colds, and after-shave lotions. Although voted "best buy" among the milk foods, National Dried Milk is considered superior only in terms of economy, the quality of all brands examined having been found approximately equal. On the question "Are powders or evaporated milks better value?" the writers "do not believe that the powders as a group have any major advantages over evaporated milks" other than that, for an equivalent number of feeds, they occupy less space and are lighter in weight. Conclusions on cold remedies are that no product exists that will prevent a cold or hasten its cure, but symptoms may be relieved by a variety of preparations—of those examined, aspirin, friar's balsam and menthol inhalants alone emerge unscathed in criticism. Quoting the figure of £10 millions as the amount spent on toilet preparations for men in 1960, *Which?* continues by analysing the constituents of after-shave lotions: alcohol, glycerin and water, plus essential oils and traces of menthol. "We also looked for aluminium salts, which have an astringent action, and for anti-



ACCIDENT SETBACK SURMOUNTED: Despite the overturning of an articulated lorry carrying 10 tons of medical supplies from the Hounslow, Middlesex, laboratories of Parke, Davis & Co. to the company's depot at Crewe, there was no delay in meeting urgent requirements for the depot. The consignment was duplicated within a matter of hours, and dispatched by alternative routes.

The vehicle's petrol tank was at once removed in case of fire.

septics; we did not find any in eight brands but they may be in some others." Recommendations are based entirely on value for money—six brands are mentioned costing less than one shilling per 1 fl. oz. (Albany, Aqua Velva, Imperial Leather, Charny of London, Corvette, Sabre). It is stated that no account was taken of scent—"most important in a product of this kind"—or of packaging.

Polio Vaccine Shortage

REDISTRIBUTION OF SUPPLIES

A SHORTAGE of poliomyelitis vaccine (injection) has arisen in some areas of the United Kingdom. Health authorities in Liverpool and other centres where there is a surplus of the vaccine are co-operating by redistributing some of their reserve stock to other regions. The shortage has resulted partly from the unanticipated high response to the recent appeal by the Minister of Health to parents to get their children vaccinated, and more immediately from the failure of two batches of vaccine (totalling a million doses) to pass Medical Research Council tests for purity, potency and lack of toxicity. Pfizer, Ltd., and Burroughs, Wellcome & Co., having transferred production completely to oral (Sabin) vaccine, Glaxo Laboratories, Ltd., are at present the only manufacturers in a position to supply the injection. Messrs. Glaxo point out that they did not make the vaccine that failed the tests. The possibility of augmenting supplies with imported vaccine is being kept in mind by the Ministry of Health.

IRISH NEWS

THE REPUBLIC

Dispensary Services

LIMERICK RESIDENTS "DISSATISFIED"

THERE was still considerable trouble in the Ballynentybeg district in relation to the dispensary services there and the residents were "completely dissatisfied" with them said Alderman D. B. O'Malley (mayor of Limerick) at a meeting of the Limerick Health Authority recently. He went on to say that some months ago he had made a similar complaint and was given to understand that the matter was to be investigated and a report submitted by the manager, but so far he had heard nothing more. "I would like to know now what is the present position and what action is being taken to enable the dispensary services to be run smoothly," the mayor said. The manager (Mr. T. F. McDermott) replied by saying that the mayor was "not quite correct" in saying that the matter had been raised at a previous meeting of the Limerick Health Authority. The complaints had been fully investigated and he expected to be able to put the results before them shortly. He added that a general complaint had been made at a Health Authority meeting with reference to the full dispensary services and that if a report of the complaint were requested by the Authority he would furnish one. The mayor proposed that the report be submitted at the next meeting. The manager stated that he would furnish the report.

Examination Results

SUCCESSFUL STUDENTS

THE following students were successful in the recent examinations of the Pharmaceutical Society of Ireland: SECOND PROFESSIONAL EXAMINATION: First-class honours, Frances Mary Power; Second-class honours, Margaret C. McIntyre; Pass, D. J. B. Brady, Teresa A. Downey, Margaret M. Duffy, Pamela M. Fitzgerald, Ann C. Gardiner, P. J. Geoghegan, P. D. Hickey, P. J. Kilgarriff, Gabrielle C. McCarthy, Mary B. McDonagh, Catherine M. W. O'Leary, P. Power, J. Sewell, Ella A. Troy. FIRST PROFESSIONAL EXAMINATION: Second-class honours, B. V. N. Berney, Blathnaid A. Hughes, Mary A. O'Callaghan, Margaret M. Plunkett, Dhirenora N. Shah; Pass, G. S. Beecham, L. K. Boateng, D. A. Boles, W. J. Butler, L. M. Davis, Cecilia M. Garavan, Donal A. McGahey, Mary T. O'Donoghue, Eleanor O'Rourke, Mary P. Perry, Chandrakant K. Shah, Maire S. Sheehan, J. Williams. PHARMACEUTICAL ASSISTANTS' EXAMINATION: Pass, Philomena H. D. Bell, Carmel Brady, W. M. Costello, Clare Dunne, J. M. Hillery, Anne M. Kiely, Julia M. McGarry, Majella Mulcahy, Bridget M. Murray.

IRISH BREVITIES

THE REPUBLIC

THE Irish Drug Association has elected the following officers for the coming year: President, Mr. A. C. Hennessy, 48 Clontarf Road, Dublin; Vice-president, Mr. A. Thornton, Enniscorthy, co. Wexford (both outgoing); and Treasurer, Mr. P. McAuliffe, 93 Sandymount Road, Dublin.

OVERSEAS NEWS

GERMANY

Advertisements a "Danger"

THE Federal German Doctors' Congress (Aerztetag) has issued a statement expressing concern over the ever-increasing amount of lay advertising for medicines and pharmaceuticals. It was the opinion of the Congress that such advertising had reached a level where it could endanger the public health. The Congress has appealed to radio and television stations to bear in mind that such advertising could be "very dangerous" if the listener or viewer accepted it uncritically. Uncontrolled over-indulgence in pharmaceuticals, they warn could lead to the non-recognition, disguising or exacerbation of diseases and to sensitivity reactions and addictions.

New Pharmaceutical Legislation

A NEW law constituting the first comprehensive pharmaceutical legislation of the Federal Republic of Germany became effective on August 1. Among the provisions of the legislation are licensing requirements for manufacturers, distributors, or importers of patent medicines. The application for registration to be filed with the Federal Health Office in Berlin must contain: Name and address of firm or applicant; designation of drugs; composition by kind and quantity; all ingredients according to the German Pharmacopoeia

if listed, otherwise by usual scientific designation; if containing unknown materials, a detailed report on the pharmacological and medical examination of the "patent" medicine; and method of application, form of administration, directions for use, and size of package. The application for registration is to be supplemented with a sample container and outer wrapping or the text thereof, a description of the enclosures, and, for imported patent medicines, proof that the manufacturer has been granted a licence in the country of origin.

The labelling on "patent" medicines must include: name and address of manufacturer or distributor; designation of drug; registration number; content in weight, volume, or pieces; form of administration; method of application (in German); active constituents as listed in the German Pharmacopoeia, otherwise by scientific designation, with quantities in usual measuring units; if subject to prescription, the legend "Verschreibungspflichtig" (prescription required); if sale authorised by pharmacy only, the legend "Apothenpflichtig" (pharmacy only); and for perishable items, date of expiration. "Patent" medicines imported commercially must be marked in addition with the name of the distributor. The new registration requirements will become effective from October 1.

INDIA

Self-sufficiency Projects

DRUG manufacturing projects costing about £30 millions are to be set up by the public sector of the Indian Government with Soviet collaboration as part of India's plan to achieve self-sufficiency in the production of essential medicines. As part of the scheme an antibiotic plant will be built at Rishikesh, in Uttar Pradesh, which is expected to have an annual capacity of 295 tons. Of the forty varieties of raw materials required for the project only four will need to be imported. Another plant will produce twenty types of drugs from indigenous medicinal plants, and a project to be sited near Madras will be concerned with the production of surgical instruments. The Government of India has additionally entered into an agreement with the American company Merck, Sharp & Dohme for the annual production of forty-five tons of streptomycin.

UNITED STATES

Measles Vaccine

A VACCINE designed to give lifelong protection against "seven days" measles is stated to have given highly successful results. In a report to the New York State Medical Society at Rochester, Dr. S. Katz, a paediatrician of Harvard Medical School, announced that the vaccine had been tried on 4,000 children over the past two and a half years, and that, of eighty-four children intimately exposed to measles two to eighteen months after receiving a single injection, not one contracted the disease. In a comparable unvaccinated group 70 to 100 per cent. had contracted it. The vaccine is effective against ordinary measles only and does not provide immunity against German measles.

NEWS IN BRIEF

ABOUT 600 employees at the London warehouse of Boots Pure Drug Co., Ltd., have refused to work overtime until a wage claim for an additional 30s. a week has been met.

EARLIER postal deliveries from London to Glasgow, Edinburgh, and Northern Ireland will result from the sending of mail by night air services from November.

THE Sir Alexander Fleming Memorial Fund for medical research, launched in March, has so far received only £350,000 towards the target of £1 million set for the end of the year.

REDEVELOPMENT of a former street market at Rathbone Street, London, E.16, at a cost of about £237,000 provides for sixteen single-story and thirteen two-story shops and a multiple store.

A STUDY course in overseas marketing, organised by the Incorporated Sales Managers' Association, is being held at Elvetham Hall, Hartley Wintney, Hants, from November 26 to December 1.

THE Board of Trade has announced that the application for anti-dumping duty on alkyl (dodecyl) benzene detergent alkylate imported from Italy (see *C. & D.*, March 18, p. 265), is not being proceeded with.

THE Minister of Agriculture, Fisheries and Food (Mr. C. Soames) recently visited the Marfleet, Hull, refinery of British Cod Liver Oils (Hull and Grimsby), Ltd., where 40 per cent. of the world's supply of cod-liver oil is produced.

THE Estimated World Requirements of Narcotic Drugs, 1961, First Supplement (H.M. Stationery Office, 2s. 6d.), records that the requirements for the United Kingdom have been increased by the addition of two items: Phenoperidine 50 gm. and piminodine 1 kilo.

THE United States drug industry's pricing and advertising practices are being investigated by the Federal Trade Commission. The agency has ordered thirty-seven major drug producers and distributors to furnish detailed information within forty-five days.

A CODE of Practice for the display of Sources of Ionising Radiations at Exhibitions has been prepared by the Standing Advisory Committee under the Radioactive Substances Act, 1948 (H.M. Stationery Office, price sixpence). It is intended to provide safeguards for the display of exhibits producing ionising radiations.

SPORT

Golf. — IRISH CHEMISTS' GOLFING SOCIETY. Competitions for prizes presented by Kodak, Ltd., and Aspro-Nicholas (Ireland), Ltd., at Castle golf club, Rathfarnham, on August 2. *Results:* *Strokes*, M. D. McHale (22), 65; M. Murphy (22), 67; Bogey, A. Walsh (9), 4 up; D. Mulvey (6), 2 up; *Class 1*, J. Burke; *Class 2*, B. Jordan. The prizes were presented by Mr. E. Cowmeadow (Kodak, Ltd.).

LOCAL OFFICERS**PHARMACEUTICAL SOCIETY**

Hendon and Edgware Branch.—*Chairman*, S. J. Windsor; *Vice-chairman*, B. J. Tammar; *Treasurer*, W. Price; *Secretary*, D. N. Sharpe, 8 Huon Court, Oakleigh Crescent, London, N.20.

TOPICAL REFLECTIONS

By Xrayser

Accumulation

The pharmacist does not have to be "infected" with the collector's instinct to accumulate. By nature he may be the least acquisitive of men, but under modern business conditions he can do nothing but widen the number of items in the pharmacy. The review (pp. 174-75) of the 1961 supplement to the Extra Pharmacopoeia—which, in itself is another example of accumulation—summarises the ever-widening range of drugs and one wonders if we shall ever reach the ultimate in the search for tranquillisers. If the imagination is allowed a little rein, it is possible to visualise the feverish activity in laboratories and board-rooms, at sales conferences and "detailing" sessions—all concerned working at such high pressure that one feels that the material is at hand for adequate clinical trial before a single doctor or hospital has been visited. The stocking of such a variety offers considerable exercise to ingenuity. One may decide to allocate some section of the ever-shrinking storage space to the products of one firm, thus simplifying the task of ordering, or it may be thought that some form of pharmacological classification has advantages. The latter is not without its disadvantages, for when the currently favoured preparation is taken out for dispensing, one is faced with an array of containers once in daily use, but now left behind in the race and rapidly reaching the stage at which they depress the central nervous system of the pharmacist by their very appearance, for they represent capital that cannot be recovered by a window display announcing bargain prices for last year's models. Under the heading "Diuretics," Dr. Whittet's review lists no fewer than five brands of hydrochlorothiazide—a striking example of the circumstances that result in the locking up of more capital than can be afforded, and, it must be felt, more capital than is really necessary.

In other fields

In a paragraph on p. 176, you make reference to another field in which similar difficulties occur—that of cosmetics, until the feeling grows that the words "wider still and wider shall thy bounds be set" were written with the pharmacist in mind. Lipsticks, perfumes, toilet waters, hair lacquers, and the increasing volume of pre-shave, after-shave, Cologne for men and deodorants for the same gender, leaves both the pharmacist and the public bewildered if not bewitched. It is quite impossible to keep the full range of such expensive and heavily taxed goods, but in this particular field one has a freedom of choice and a right of refusal that is denied in the world of drugs mentioned in the preceding paragraph. Tooth-brushes offer further scope for wide boundaries, for they may be bristle or nylon, long-head, short-head, tufted head; soft, medium, hard or extra hard; yellow, white, pink, blue or green—a range of "probabilities" only equalled by the chances of winning a football pool. Readers can fill up the blanks for themselves, with the variegated packs in colour or white, single or double, in toilet tissue and the assortment of what are popularly known as "paper hankies." Stock control, as a feature article on p. 170 emphasises, is essential.

A century ago

When we reflect on the changes that have taken place in pharmacy in recent years, we are inclined to look inwards, paying no attention to the fact that progress goes on around us all the time. In reading a volume dealing with botany of one hundred years ago, I was struck by a paragraph dealing with the rush—the rush in question appearing under the heading *Juncus*, and having no connection whatsoever with the phenomenon of modern life that calls for tranquillisers. Rushes were used in making chairs and baskets, and were also valued to spread on the floors of churches to render kneeling more comfortable. But their greatest value was for the preparation of home-made candles, and as good a light could be obtained in that manner as by the expenditure of fifteen shillings a year in candles. The book notes, with apparent regret, that there seems to be no medicinal use for rushes.

DRUG COSTS IN HOSPITALS

Ministry's advice on how they may be controlled

THE Ministry of Health has issued a memorandum (H.M. (61) 78) reminding hospital authorities of the importance of controlling the cost of drugs and dressings and suggesting a number of methods of doing so. The memorandum points out that expenditure in some hospitals is much higher than would appear justifiable on a comparison with other hospitals of the same type. The Minister "expects regional hospital boards to pay special attention to those hospitals persistently showing high drug costs and to require full justification for a continued excess before the arrangements are approved."

Essentials

The memorandum is presented under four headings: Machinery, supply, costing and prescribing. Under "Machinery" the following basic arrangements are listed as being considered as essential:

- (i) Each Hospital Management Committee and Board of Governors should make one of its standing committees, with strong professional representation, responsible for regularly reviewing all factors which affect expenditure on drugs and dressings and advising on action to be taken.
- (ii) Every Medical Staff Advisory Committee should regularly review prescribing costs and receive all data necessary to enable them to do this.
- (iii) The regional Pharmaceutical Committee should arrange regular exchanges of views and information with the standing committees of the H.M.C.s. and B.G.s.

Reference is made to the fact that joint purchasing of drugs and dressings has been found to produce substantial economies, and boards and committees are asked to satisfy themselves that no item to which that method could with advantage be applied has been overlooked. The stocks carried by various hospitals vary considerably in number of items, and the range should be reduced, says the report to the minimum. Surplus stocks of drugs and preparations should be collected centrally for subsequent supply to hospitals at which they can be used. The memorandum recommends an analysis of all expenditure on drugs, dressings and appliances, and the intention is to issue a simple

form of analysis appropriate for the larger hospitals. The memorandum refers to the recent advice of the Standing Joint Committee, that the general practitioner "need not [in prescribing] normally go outside preparations listed in the British Pharmacopoeia, British Pharmaceutical Codex and British National Formulary, and may be called upon to justify his action in doing so if the cost of his prescribing is under examination." That advice, says the Ministry, has its application to hospital prescribing, and it would be in accordance with the Committee's advice for hospital doctors to consider whether, before prescribing otherwise, a patient's needs would be met by a standard preparation.

It is considered that, with co-operation of medical staffs, hospital authorities could do much to keep prescription costs prominent in the minds of doctors. Reference is made to the circulation of information sheets, and the marking by pharmacists of exceptionally high costs on prescription sheets. In the larger hospitals, charts showing the relative costs of alternative drug treatments have proved to be valuable.

Indiscriminate visits to junior doctors in hospitals by manufacturers' representatives are given as a cause of unnecessarily costly prescribing, and Boards of Governors and Hospital Management Committees are advised to consult medical staffs about the extent to which access by representatives to their hospitals should be permitted.

The memorandum suggests that the following means of achieving economy

in prescribing should be brought to the attention of hospital staffs:

- (i) Subject always to the requirements of efficient treatment, advice to general practitioners on the further treatment of patients who are returned to their care should take account of the cost of the drugs to be prescribed.
- (ii) Quantities prescribed for an out-patient should not exceed what is needed for the period until either the hospital doctor or the general practitioner is likely to see him.
- (iii) "Substitution" by hospital pharmacists of less expensive drugs of equivalent therapeutic effect, provided it is done under a scheme that is well understood in the hospital and acceptable to the senior medical staff, is a reasonable, and indeed a desirable, practice. Essential points are that such a scheme should apply only to doctors who expressly agree to it, that it should provide for the exemption of particular prescriptions at the request of the doctor, and that the drug actually issued should be entered on the prescription card and returned to the doctor concerned.
- (iv) The decision to introduce a drug or brand of drug not hitherto prescribed in the hospital should be taken only by a senior doctor; clinical trials should be conducted by or under the supervision of a senior doctor; and the pharmacist should be informed of any drugs that are to be supplied otherwise than through him.

In the final paragraph the Minister asks the hospital authorities to pass on to him any new methods adopted or experience gained in the pursuit of economy in the use of drugs and dressings.

MANUFACTURERS' ACTIVITIES

At a Silver Jubilee.—Silver jubilee celebrations of Regula Werk King, K.G. (makers of Regula cameras), Bad Liebenzell, Schwarzwald, Germany, were attended by Mr. C. G. Strasser (managing director, Photopia, Ltd., Hempstalls Lane, Newcastle, Staffs, United Kingdom agents for the range).

Cameras as Prizes.—One hundred first prizes of a Brownie Movie II camera f/1.9 and case, a Brownie Eight-58 projector, and Kodachrome film and 400 second prizes of a Kodak Colorsnap 35 camera and Kodachrome film are being offered in the latest

£10,000 competition featured on 35 million Kellogg's corn flakes packets from now until the end of October.

In Use Since 1940.—A Dunlop child's Teddy Bear hot-water bottle, bought in 1940, recently celebrated its twenty-first birthday and is still going strong. Mrs. D. Evans, Birdholme, Chesterfield, wrote to the company recently: "My mother-in-law bought it for my daughter when she was three weeks old; now my daughter has a daughter who is a year old. Believe me, that hot-water bottle has been in use—and I mean use—for twenty-one years, and it is good for another twenty-one."

KEEN SALESMEN: Representatives of Wilkinson Sword, Ltd., Southfield Road, London, W.4, at a sales convention held recently at which plans were announced for the distribution of, and publicity for, the company's new Super Sword-edge safety-razor blade. In the front row are Messrs. W. E. Farmer (field sales manager); D. R. Dyer (home sales manager); and R. H. Bartlett (assistant sales manager).



LEGAL REPORTS

"No Evil Motive"

"THERE was no evil motive behind selling the drug. It was just folly," said Mr. A. Leggatt at Woking Court on August 10 when defending Mr. T. A. Rannie, M.P.S., 68 High Road, Byfleet, Surrey, who had pleaded guilty to selling Preludin tablets without a prescription to a Byfleet woman between November 1 and December 15, 1960. Mr. A. C. Castle, prosecuting, told the court that the woman, whose name was not disclosed, was now in hospital. She had been obtaining the drug without a prescription. Eventually the woman's husband told the police who, in turn, asked the Pharmaceutical Society to investigate. Mr. Leggatt said that, until April 1960, Preludin could be sold without a prescription. "Rannie did not understand that the drug was habit-forming and did not suspect that the woman was forming an addiction to it. The woman was a good customer," he said. "and when she asked for Preludin tablets Rannie sold them to her just to oblige." Rannie was fined a total of £45, with £10 10s. costs.

COMPANY NEWS

Previous year's figures in parentheses

MEAD JOHNSON, LTD., announces higher earnings for the first half of 1961. Earnings a share were \$2.98 against \$2.78 in the same period of 1960.

GNOME PHOTOGRAPHIC PRODUCTS, LTD. — Mr. H. Loebstein states that in the face of fierce competition, more restrictions, and heavier taxation the company must improve efficiency and strengthen its sales promotion to maintain its level of profitability. However, the board has every confidence that the company will prosper.

SANITAS TRUST LTD. — The Board announces that on August 11, the closing date for the acceptance of the offer to acquire the balance of the Ordinary shares of Spà Brushes, Ltd., acceptances in respect of approximately 94 per cent. of such balance had been received. Sanitas, therefore, had acquired approximately 97.5 per cent. of the total Ordinary shares of Spa Brushes. The closing date for acceptance of the offer has been extended to August 25.

UNILEVER, LTD. is to make an offer, worth over £2.5 millions to purchase the issued capital of Pinoya Holdings, Ltd., which owns the capital of Domestos, Ltd., Newcastle-on-Tyne. The offer will be equivalent to a price of £1 7s. per share for the 1,860,408 Ordinary shares of 5s. each of Pinoya Holdings. The directors of Pinoya Holdings have agreed to recommend acceptance of the offer to their shareholders and have agreed to accept it in respect of their own holdings which, with those of their friends, constitute at least two-thirds of the issued capital.

NEW COMPANIES

TECHNICAL HAIR PRODUCTS, LTD. (P.C.)—Capital £100. To carry on the business of manufacturing, wholesale and retail chemists, etc. Directors: Perry Kurland and Annette Kur-

land, R.O.: 15A Air Street, Piccadilly, London, W.I.

F. H. WILLIAMS (CHEMISTS), LTD. (P.C.)—Capital £1,000. To acquire the business of a chemist now carried on by Margaret Williams at 232 West Street, Crewe, Ches, as F. H. Williams. Directors: Margaret Williams and Joan M. Newport.

VITESTA, LTD. (P.C.)—Capital £100. To carry on the business of manufacturers, mixers of and dealers in glass, china, chemicals of all kinds, etc. Directors: Norman Grimshaw, Roy Taylor, Fernley A. Parker and John Chetham. R.O.: Don Mill, Middleton, Manchester.

WALKDEN PHARMACY, LTD. (P.C.)—Capital £1,000. To carry on the business of wholesale and retail chemists, etc. Directors: David Swerling, M.P.S., Gerald M. Morris, M.P.S., and Henry F. Budd, M.P.S. R.O.: 4 Hodges Road, Walkden, Lancs.

E. F. STRATTON, LTD. (P.C.)—Capital £1,000. To acquire the business of a chemist now carried on by Ernest F. J. Stratton, 25 Ferry Road, East Cowes, Isle of Wight, Directors: Ernest F. J. Stratton, M.P.S. (chairman), and Lila Stratton.

BECK & FLINT, LTD. (P.C.)—Capital £10,000. To carry on the business of wholesale dealers in chemical and toilet goods, etc. Directors: Reginald L. Flint, Mary E. Flint, Thomas A. Beck and Ivy G. Beck. R.O.: 165 Northumberland Street, Norwich.

ANGUS MACKAY (CHEMISTS), LTD. (P.C.)—Capital £100. To carry on the business of general chemists, etc. Directors: Percy W. Reding, M.P.S., Michael W. Reding and Derrick H. Reding. R.O.: 193 The Broadway, London, N.W.9.

RETAIL CHEMISTS, LTD. (P.C.)—Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Stanley H. Lucas and Francis A. Dean. The first directors are to be appointed by the subscribers. R.O.: 6 Surrey Street, Strand, London, W.C.2.

HUGH LLOYD (MAYFAIR), LTD. (P.C.)—Capital £10,000. To carry on the business of manufacturing and dispensing chemists and druggists, etc. Subscribers: Samuel D. Steyn, M.P.S., 22 North Audley Street, London, W.I., and Michael P. Steyn.

M.E.C. (COSMETICS), LTD. (P.C.)—Capital £2,000. To carry on the business of manufacturers of and dealers in cosmetics, etc. Directors: Abdul K. Gozem and Mrs. Kathleen Gozem. R.O.: 16 Harrison Street, Pollard Street, Ancoats, Manchester, 4.

H. S. OLSWANG (CHEMISTS), LTD. (P.C.)—Capital £1,000. To carry on the business of dispensing chemists and druggists, etc. Directors: Henry S. Olswang, M.P.S., Rhoda Olswang and Harold Olswang. R.O.: Tunstall Road, Sunderland.

J. R. HARMAN (CHEMIST) CO., LTD. (P.C.)—Capital £1,000. To acquire the business of J. R. Harman, M.P.S., trading as Springfield Pharmacy, etc. Directors: John R. Harman and Ruby P. Harman. R.O.: 261 London Road, St. Leonards-on-Sea.

HOMECALLS, LTD. (P.C.)—Capital £100. To carry on the business of dealers in, agents for and manufacturers of surgical and sanitary appliances, dressings, etc. Subscribers: Martin G. H. Bell and Arthur L. Heath. R.O.: 17 Throgmorton Avenue, London, E.C.2.

NEW ERA FIRST AID SERVICE, LTD. (P.C.)—Capital £100. To acquire New Era First Aid Service and to carry on the business of dealers in first aid equipment, etc. Subscribers: Maritza M. Malam, Rev. Cornelius O'Kelly. Solicitors: Norton, Youatt & Co., 30 Brown Street, Manchester, 2.

BUSINESS CHANGES

MR. T. G. LOCKWOOD, M.P.S., has sold his pharmacy at 9 Washway Road, Sale, Ches, to Mr. W. P. S. Gallagher who will trade as Peter Gallagher (Chemists), Ltd. Mr. Lockwood's private address is 18 Rookfield Avenue, Sale, Ches.

TICKOPRES, LTD., are moving their Birmingham office during September to larger premises at Commercial

House, 37 Bromsgrove Street, Birmingham, 5 (telephone: Midland 5850).

Appointments

MORNY, LTD., 201 Regent Street, London, W.1, have engaged three additional representatives. They are Messrs. R. J. MacKay, K. J. Emanuel and C. D. Barker. Their territories will be Scotland, Wales and Hampshire/Berkshire respectively.

WILLIAM R. WARNER & CO., LTD., Eastleigh, Hants, announce that Mr. David K. Watkins, M.P.S., has been promoted sales manager of their pharmaceutical division and that Mr. Francis R. Elkins, M.P.S., has been appointed marketing and sales promotion group manager of the company. The appointment of three new regional managers has also been announced. They are Mr. L. W. Brock who will cover the eastern region; Mr. E. J. Russell who will cover the Birmingham and South Wales region; and Mr. H. O. Annett who will cover the southern region.

MARRIAGES

THOMAS—FLYNN.—At St. Mary's Church, Merthyr Tydfil, Glam, on August 12, John Thomas, B.Pharm., M.P.S., 5 Courtland Terrace, Merthyr Tydfil, to Theresa Flynn, Gelliog Estate, Merthyr Tydfil.

DEATHS

BENNETT.—On July 30, Mr. Eric Bennett, M.P.S., 221 Hall Street, Stockport, Cheshire, aged 57.

BOWNESS.—On July 29, Mr. John Harrison Bowness, of North Lodge, Yarmouth Road, Lowestoft, Suffolk. Mr. Bowness qualified as a chemist and druggist in 1899.

COLE.—On August 3 Mr. Thomas Alfred Cole, 32 Jubilee Road, St. George, Bristol 5, aged sixty-five years. Mr. Cole had been a representative of Warrick Brothers, Ltd., Coventry, since 1956.

CRYER.—On August 10, Mr. Eric William Cryer, buyer, Timothy Whites & Taylors, Ltd., 70 Vauxhall Bridge Road, London, S.W.1, aged fifty-four. Mr. Cryer had been employed by the company for forty-one years.

GREENWOOD.—On July 29, Mr. Fred Walker Greenwood, M.P.S., 12 Northgate, Cleckheaton, Yorkshire. Mr. Greenwood qualified in 1926.

IRONS.—On August 7, Mr. Thomas Irons, M.P.S., 37 River Street, Truro, Cornwall. Mr. Irons, who qualified in 1932, had been in business in Truro for fifteen years.

O'BRIEN.—On August 1, Mr. James O'Brien, M.P.S.I., 6 Newtown Terrace, Athlone, Eire. Mr. O'Brien qualified in 1904. He retired from business after disposing of his premises at Church Street, Athlone, about two years ago.

PHELPS.—Recently, Mr. Arthur Cedric Phelps, M.P.S., 3 Festing Buildings, Southsea, Hants. Mr. Phelps qualified in 1931.

SCHOFIELD.—On August 2, Mr. Harry Schofield, F.P.S., 50 Elmhurst Court, Croydon, Surrey. Mr. Schofield, who qualified in 1905, opened his Croydon business in 1944.

NEW PRODUCTS AND PACKS

New Tubes . . . Each With Sample.—County Laboratories, Ltd., Beecham House West, Great West Road, Brentford, Middlesex, announce that Brylcreem is now available in two new tubes, which are being introduced with a special offer of one free sample of Mark Vardy after-shave lotion with each tube. The pack is illustrated on this page.

"Presentation" Electric Shaver.—A new "presentation" model of the Morphy-Richards electric shaver is now available from the manufacturers, Morphy-Richards, Ltd., 50 Conduit Street, London, W.1. Supplied in a luxury-style spring-lid case finished in washable grey mock-leather and lined in red plush and white silk, the shaver is in a two-tone grey with a silver-toned trim. The makers claim that it "provides a luxury-presented gift-style electric shaver at a highly acceptable new, low price level." The shaver is of foil/vibrator type with cutting head producing 12,000 cutting strokes a minute. Features include an angled clipper-bar for moustache and sideboard trimming and a dual-voltage (100-30 or 200-50 a.c.) switch. The shaver has a rapid-release head for easy cleaning and a built-in "on/off" switch.

"A New Dimension in Shaving."—Wilkinson Sword, Ltd., Southfield Road, London, W.4, have launched nationally a "Super Sword-edge" to succeed their existing Sword-edge safety-razor blade. The new stainless blade is claimed to give smoother, sharper shaves, while retaining a ten-

as a cleansing and toning liquid that comes with its own sponge and is claimed particularly useful to slip into a holiday suitcase or for the busy career girl who wants to renew her make-up before going straight out at night from the office. Freesia Cologne and talcum

powder have been made available in larger sizes, and a new men's antiperspirant deodorant in roll-on type container has been introduced; it differs from the Yardley push-up stick in containing an antiperspirant as well as a deodorant.



Yardley's men's antiperspirant deodorant; Sponge and Sparkle; Freesia talc and Cologne.



Left : Cartoned tubes of Brylcreem as currently presented with free sample bottle of Mark Vardy after-shave lotion (County Laboratories, Ltd., Great West Road, Brentford, Middlesex). Centre : Current model of Arvin electric dry-shaver (Ever-Ready Razor Products, Ltd., 26 Bedford Row, London, W.1). Right : Window pack of each size Line-o-Lin hand cream "hand" container, the larger in Irish trimmed handkerchief (Lincoln Chemicals, Ltd., 14a New Broadway, London, W.5).



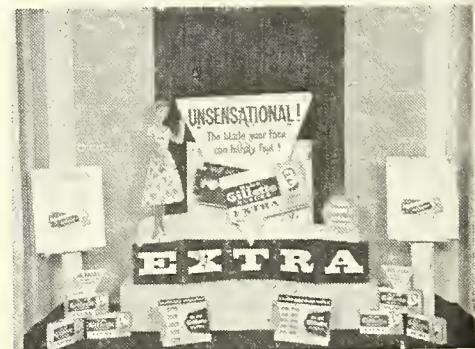
day life. Initial deliveries are available only in a "launchpack" containing 2 doz. five-blade "dispensers." On the counter the "launchpack" forms an easy-servc display unit occupying little space. Prices and margins are unchanged.

New Toilet Products or Sizes.—Yardley & Co., Ltd., 33 Old Bond Street, London, W.1, are making available during the month a new toilet speciality Sponge and Sparkle, described

A KEENER EDGE TO PROFITS

Chemists' share in the success of a razor blade

IN the fourteen months since it was introduced, the Blue Gillette Extra safety-razor blade is claimed to have gained about 30 per cent. of turnover in the total blade market, currently accounting for one in four of all blades sold. Its share of the blade market is understood to be still increasing. The feature of the blade which accounts for that popularity is that the special finish with which the edge was treated eliminated any sensation of pull or drag. Blue Gillette Extra, therefore, represented a new level of shaving comfort. To introduce it to the public, a massive Press, television and outdoor advertising campaign was staged, accompanied by a large-scale sampling operation involving the selective distribution to the shaving public of a million Blue Gillette Extra blades individually mounted on specially prepared cards. Details of that advertising and of the sampling operation were announced to the trade in April. However, though the public could be expected to be preconditioned by such advertising and sampling to buy the new blade, the purchase of razor blades is, for most men, still very much an "impulse buy." What finally sells the blade is display in the shop, and particularly on the counter. The manufacturers, Gillette Industries, Ltd., Great West Road, Isleworth, Middlesex,



point out that nearly 30 per cent. of all blade sales are made through retail chemists, for whom they are a perpetual "repeat line." Consequently chemists were in a good position to benefit from the company's national advertising, and as a result, absolute blade sales by chemists have tended to increase generally, and retailers' cash takings on blade sales are up by an average of 7 per cent. As the Blue Gillette Extra retails at a rather higher price than most other blades it has superseded, the profit on it, although the percentage remains the same, is greater. Moreover it may be claimed to yield a considerably higher return per cu. ft. of storage space than many other products commonly displayed on chemists' counters.

TRADE NOTES

A Fifty-tablet Pack.—Panadol tablets are now available from the manufacturers, Bayer Products, division of Winthrop Group, Ltd., Winthrop House, Surbiton-upon-Thames, Surrey, in an additional pack of fifty.

Redesigned.—Velouty powder cream is now being offered by the manufacturers, Dixon, Ltd., St. Leonards Works, London, S.W.14, in an additional size presented in a tube of new design. Three shades only are available in the size, namely ivory, natural and peach.

Two New Sizes.—Parke, Davis & Co., Staines Road, Hounslow, Middlesex, announce the availability of two new pack sizes of their veterinary speciality Chloromycetin Vetrettes, 500 mgm. The packs are boxes of five and fifty. The new sizes replace the previously listed box of six.

Formula Improved.—Roberts Chemists (Bond Street), Ltd., 76 New Bond Street, London, W.1, announce that, from September 1, Kisby dry shampoo powder is being replaced by "New Kisby," which is claimed to go "twice as far—twice as fast," giving a complete shampoo in only five minutes with half the quantity of its predecessor.

Operating Dates of New Prices.—Upjohn, Ltd., Fleming Way, Crawley, Sussex, point out that though price reductions become effective on August 14 for Albamycin GU tablets and Orthoxicol syrup (Albamycin and Albamycin T products and Orthoxine tablets are unchanged), the existing prices apply for National Health Service dispensing purposes until September 30.

One Score for Two.—Evans Medical, Ltd., Speke, Liverpool, 24, announce a minor change in the appearance of their tablets of Dindevan 50 mgm. and Marevan 1, 3, 5 and 10 mgm. The tablets now have a single diametrical score mark across one surface only, a change made so as to diminish friability without significantly affecting the ease with which the tablets may be divided into two. No change in composition is involved.

Price and Margin Up.—Ever-Ready Razor Products, Ltd., 26 Bedford Row, London, W.C.1, announce that, in addition to the purchase-tax surcharge on Arvin DS15 electric shaver, the retail price is increased, though "still the most outstanding value in the shaver field." As the new price becomes effective on September 1, retailers are given the opportunity of ordering future requirements at the current price, provided the order is received by August 31.

Bonus Offers

DENDRON DISTRIBUTORS, LTD., 94 Rickmansworth Road, Watford, Herts. Sprint ("glucose-plus") tablets. Twelve invoiced as eleven. Until August 31.

ROBERTS CHEMISTS (BOND STREET), LTD., 76 New Bond Street, London, W.1. New Kisby shampoo powder. Thirteen to doz. Until September 30.

INFORMATION WANTED

The Editor would appreciate information about the following:

Palm Tree saccharin tablets



TANGIER HOLIDAY FOR TWO: In the window-display competition organised by Roberts Windsor, Ltd., Windsor, Berks (C. & D., April 29, p. 424), winner of the first prize was Mr. T. H. Totty, Walmsley Pharmacy, Sutton Coldfield, Warwicks, with the display illustrated. Regional prizewinners (£75 each) were Herbert & Shrive, Ltd., 202 Kingston Road, Teddington, Middlesex; G. H. Chapman, M.P.S., 121 Manchester Road, Chorlton-cum-Hardy, Manchester, 21; and Allan F. Fanning, M.P.S., 11 Airth Place, Mossspark, Glasgow, S.W.2.

RETAIL PHARMACY WAGE RATES

Joint Industrial Council Scales

(a) QUALIFIED PHARMACY SHOP MANAGERS

Average Weekly Sales	London			Provincial		
	£	s.	d.	£	s.	d.
Up to and including £100	16	7	0	16	2	0
Over £100 under £110	16	11	0	16	6	0
£110 .. £120	16	13	0	16	8	0
£120 .. £130	16	15	0	16	10	0
£130 .. £140	16	17	0	16	12	0
£140 .. £150	16	19	0	16	14	0
£150 .. £160	17	1	0	16	16	0
£160 .. £170	17	3	0	16	18	0
£170 .. £180	17	5	0	17	0	0
£180 .. £190	17	7	0	17	2	0
£190 .. £200	17	9	0	17	4	0
£200 .. £210	17	11	0	17	6	0
£210 .. £220	17	13	0	17	8	0
£220 .. £230	17	15	0	17	10	0
£230 .. £240	17	17	0	17	12	0
£240 .. £250	17	19	0	17	14	0
£250 .. £260	18	1	0	17	16	0
£260 .. £270	18	3	0	17	18	0
£270 .. £280	18	5	0	18	0	0
£280 .. £290	18	7	0	18	2	0
£290 .. £300	18	9	0	18	4	0
£300 .. £310	18	11	0	18	6	0
£310 .. £320	18	13	0	18	8	0

(b) QUALIFIED PHARMACY SHOP MANAGERESSES

Average Weekly Sales	London			Provincial		
	£	s.	d.	£	s.	d.
Up to and including £100	15	15	0	15	10	0
Over £100 under £110	15	19	0	15	14	0
£110 .. £120	16	1	0	15	16	0
£120 .. £130	16	3	0	15	18	0
£130 .. £140	16	5	0	16	0	0
£140 .. £150	16	7	0	16	2	0
£150 .. £160	16	9	0	16	4	0
£160 .. £170	16	11	0	16	6	0
£170 .. £180	16	13	0	16	8	0
£180 .. £190	16	15	0	16	10	0
£190 .. £200	16	17	0	16	12	0
£200 .. £210	16	19	0	16	14	0
£210 .. £220	17	1	0	16	16	0

Average Weekly Sales	£ s. d.	£ s. d.	£ s. d.					
£220 .. £230	17 3 0	16 18 0	16 13 0					
£230 .. £240	17 5 0	17 0 0	16 15 0					
£240 .. £250	17 7 0	17 2 0	16 17 0					
£250 .. £260	17 9 0	17 4 0	16 19 0					
£260 .. £270	17 11 0	17 6 0	17 1 0					
£270 .. £280	17 13 0	17 8 0	17 3 0					
£280 .. £290	17 15 0	17 10 0	17 5 0					
£290 .. £300	17 17 0	17 12 0	17 7 0					
£300 .. £310	17 19 0	17 14 0	17 9 0					
£310 .. £320	18 1 0	17 16 0	17 11 0					
(c) PHARMACISTS (MALE)								
1st year after qualifying	13 4 0	12 19 0	12 14 0					
2nd	13 14 0	13 9 0	13 4 0					
3rd	14 4 0	13 19 0	13 14 0					
(d) PHARMACISTS (FEMALE)								
1st year after qualifying	12 17 0	12 12 0	12 7 0					
2nd	13 7 0	13 2 0	12 17 0					
3rd	13 17 0	13 12 0	13 7 0					
(e) UNQUALIFIED ASSISTANTS (MALE)								
Age 20	7 11 0	7 5 0	6 19 0					
Age 21	8 3 0	7 17 0	7 11 0					
Age 22	8 15 0	8 9 0	8 3 0					
Age 23	9 6 0	9 0 0	8 14 0					
Age 24	9 18 6	9 12 6	9 6 6					
(f) UNQUALIFIED ASSISTANTS (FEMALE)								
Age 20	6 12 0	6 7 0	6 2 0					
Age 21	7 4 0	6 19 0	6 14 0					
Age 22	7 16 0	7 11 0	7 6 0					
Age 23	8 7 0	8 2 0	7 17 0					
Age 24	8 19 6	8 14 6	8 9 6					
(g) SHOP ASSISTANTS (OTHER THAN APPRENTICES) MALE								
Age	15	16	17	18	19	20	21	22
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
London	73 0	80 0	88 0	106 6	122 0	134 6	160 6	178 6
Provincial "A"	68 0	74 6	82 6	101 0	116 6	129 0	154 0	172 0
Provincial "B"	64 0	69 6	77 0	95 6	108 0	120 6	144 6	162 0
FEMALES								
London	62 0	66 6	75 0	86 6	94 0	100 0	113 6	129 6
Provincial "A"	58 0	63 0	69 0	82 0	89 6	95 6	107 6	124 6
Provincial "B"	54 0	59 0	65 0	77 6	84 0	90 0	101 0	116 6
(h) ALL OTHER MALE WORKERS (OTHER THAN APPRENTICES)								
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
London	72 0	79 0	87 0	105 6	118 6	131 0	156 6	169 0
Provincial "A"	67 0	73 6	81 6	100 0	111 0	122 6	148 6	162 6
Provincial "B"	63 0	68 6	76 0	94 6	103 6	115 0	139 0	158 0

UNIQUE IN TWO WAYS

Distinctive features of a Hertfordshire pharmacy

A BRANCH pharmacy recently opened by Gaze & Garside (headquarters: Turner's Hill, Cheshunt) at Flamstead End Road, Cheshunt, is thought to be unique in more ways than one.

It is believed the first in Britain to be panelled and fitted throughout with Warerite laminated plastics. Secondly, all the panelling and fittings have been designed and installed in such a manner which will allow them to be reused in a new shop that is intended to be built on the site in three to four years' time—subject to planning permission. The "pilfer-proof" combined counter and display case seen in the illustration was

designed jointly by Mrs. Graham (a director) and the manageress of the

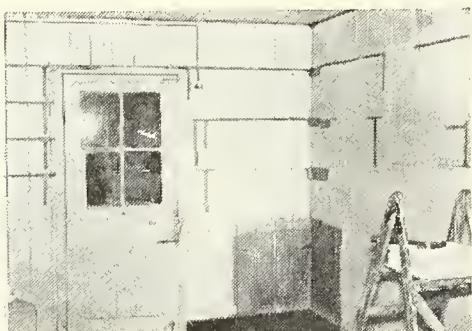
company) and Mr. E. Cockman (Atec Fabrications, Hoddesdon, Herts). The walls of the shop and dispensary, all the display cabinets and counter, and all the shelves in the shop, are faced with Australian walnut Warerite wood-print. The shelves and working surfaces in the dispensary are veneered with grey stardust-pattern Warerite. As will be seen from the "before" picture (the matchwood walls and painted timber doors photographed before the work was started) the wooden premises were in a bad state of repair before the contractors commenced work of installing the new fittings.

Fabrication and installation were undertaken entirely by Messrs. Atec. The Warerite veneer was supplied by Smith & Son (Stoke Newington), Ltd.

EXPANSION PLANS

AGREEMENT has been reached in principle between the Metal Box Co., Ltd., and Shorko, Ltd. (a joint venture between Shell and National Distillers & Chemical Corporation, New York) for the formation of a joint company in the United Kingdom. It is intended that the joint company shall, in the first instance, erect and operate a factory in the U.K. for the manufacture of polypropylene film and products of that film.

LEWIS & Burrows, Ltd. announce that they have purchased all the ordinary share capital of W. J. Harris, Ltd. (pram, nursery furniture and sewing machine manufacturers), as the first step towards the development of a chain of "mother and child centres." It is intended that about thirty of the present W. J. Harris retail outlets will be converted to such centres by the end of 1962. Two new stores are to be opened, combining "mother and child centres" with the traditional activities of Lewis & Burrows as retail pharmacists, before the end of October. The first will open in Thames Street, Kingston-on-Thames, in September, and the second in Ealing Broadway is scheduled to be completed approximately five weeks later.



DEPARTMENT OF PHARMACEUTICAL SCIENCES

Report for the twelve months to June

A REPORT of work done in the laboratory of the Pharmaceutical Society's Department of Pharmaceutical Sciences during the twelve months, July 1960 to June 1961, mentions that, at the request of the science committees, tests were carried out on identification methods, assay procedures and formulation directions for various British Pharmaceutical Codex, British Veterinary Codex and British National Formulary substances.

An investigation into the stability of potassium chlorate in gargle of ferric chloride showed, says the report, that considerable loss is likely to occur during one month's storage of the gargle at room temperature. It is suggested that directions should be given that the

product should be freshly prepared. The Department also examined the question of reformulating mixture of succinyl-sulphathiazole for infants and mixture of sulphadimidine for infants, using methylcellulose derivatives in place of compound powder of tragacanth as suspending agent. Carboxymethylcellulose delayed sedimentation and did not cause undue frothing; a content of 0.5 per cent. is recommended for the former mixture and of 1 per cent. for the latter.

In collaboration with the Hospital Pharmacists' Consultative Committee, experiments are under way in the Department and elsewhere to investigate the stability of sterile solutions of apomorphine, morphine, sodium nitrite and

sodium thiosulphate as presented in ampoules. Further experimental work has been done in connection with the preparation of a British Standard Specification for paperboard containers for dispensing purposes. Work still in progress includes an inquiry into losses involved in breaking bulk in dispensing; formulating an elixir of paracetamol and a linctus of noscapine; stability tests on effervescent potassium tablets; ascertaining incompatibilities of barbiturates in mixtures, and deciding upon containers suitable for ointments and creams. Altogether fifty-five individual reports and six scientific papers were issued from the laboratory during the twelve months.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Wanted More Readers

SIR.—The members of our branch send their appreciation of your reply to the article published in the *People*, and written by "Dr. Goodenough." We should like to suggest, in view of the very brief reply published in the *People* last Sunday, that your reply be given the widest publicity possible. In fact, do you think the *People* would publish it?

CYRIL E. TURNER, *Secretary,*
North Staffs Branch,
Pharmaceutical Society
[That would be the day.—EDITOR]

The Worm Turns

SIR.—Good news, "the worm is turning"—a very industrious creature that plays a very important rôle. Four shillings for typing a letter and two shillings for dispensing a prescription! The world always takes one a little below one's own estimation. Follow the band, strike action, or—more professionally—a withdrawal of services. There is nothing to lose. Dispensing never did pay for the time and attention it required. P.S. "Surely, it is not moving." P.P.S. "Ah, no! Mac! You have trod on it."

BYSTANDER

Obstacles Facing Exporters

SIR.—We endeavour to increase our export trade wherever possible but find it exceedingly difficult to obtain entry into the United States of America, owing to that country's stringent regulations. We find certain ingredients in our preparations, whilst accepted by the medical profession over here, are rejected by the health authorities of the United States. We have for about eight months been endeavouring to reword our labels, but seem to meet with continual opposition from the American authorities. We shall be pleased to hear of other firms' experiences and if there is an advisory body over here that can assist in this direction.

"SMALL WOULD-BE-EXPORTER"

Universal Distribution

SIR.—Universal Laboratories, Ltd., are surely at liberty to distribute their products (see C. & D., August 12, p. 166) through as many outlets as they think fit, and can hardly be blamed for not allowing past support for Daxaids, Dascotc, Leeve, Cleer, Soothe, etc., to affect the overriding necessity to increase total sales. They certainly cannot be blamed for their future relief and amusement when their representatives call once more on "the huge majority of pharmacists who appreciate their marketing policy" and support for still another line is solicited and obtained.

GUY WILSON,
Halifax

SIR.—How many of "The vast majority of chemists who are stocking and selling Limmits" were deceived and misled as I was. The first piece of deception was sending a Pfizer representative to introduce the line. The tale I heard was that Ipswich had been the test town, where they had received 100 per cent. coverage by chemists only. At the time of taking my order the line was "chemists only," but the representative did say that the product might eventually be put into grocers' shops, though the makers were anxious to get full distribution before television and newspaper advertising commenced. Yet Limmits was being sold by grocers before I had received delivery of my order! Please, Mr. Griffiths, don't treat us to the humbug of trying to justify your policy by saying it is better for us for the line to be sold by grocers as well as by chemists. We have heard it all before.

F. T. STAFFORD,
London, E.2

SIR.—The letter from the sales manager of Universal Laboratories, Ltd. (C. & D., August 12, p. 166) is typical of the statements issued by firms who profess to deal with chemists only, then suddenly change their policy by distributing their products to all and sundry.

How can the widest possible distribution of Limmits produce the best profits for chemists? It is amazing what sales managers will state to try and hoodwink retail pharmacists. Limmits are now displayed in every little corner shop. At a nearby ale and porter store one can see Limmits, with showcard, on the counter, mixed up with bottled beer, bacon, biscuits, cigarettes, cider, potato crisps — the lot. It is high time pharmacists took a stand and demonstrated forcibly against this type of trading by refusing to handle all lines offered by Messrs. Universal Laboratories.

B. FREEMAN, *Director,*
FREEMANS (C. & O.), LTD.,
Altrincham, Ches



FIFTY YEARS WITH THE COMPANY : Mr. J. D. Westaway completed fifty years' service with S. Maw, Son & Sons, Ltd., Aldersgate House, Barnet, on July 25. The occasion was celebrated at a luncheon given by the directors and the illustration shows Mr. Westaway (left) being congratulated by the company's managing director (Mr. Denys Maw). Later Mr. Westaway was presented with a nest of occasional tables and a clock by the staff. Mr. Westaway began work in the correspondence office at the age of fifteen. He became manager of the glass and earthenware department in 1932, three years after he had married Miss Dorothy Petts, New Southgate (at that time secretary to the managing director). In 1949 he was appointed surgical buyer. A churchwarden of Enfield, Mr. Westaway also completes fifty years' service as a Sunday School teacher in December.

QUALIFYING AS A PHARMACIST (EIRE)

Registration and examination requirements

THE Pharmaceutical examination regulations, 1961, drafted by the Council of the Pharmaceutical Society of Ireland, in exercise of the powers conferred on it by section 16 of the Pharmacy Act (Ireland), 1875, have been approved by the Minister for Health, and come into force for the session 1961-62. The following summary, based on the 1961 regulations and those of 1952, gives the broad outline of the course that must be followed by a student who wishes to adopt pharmacy as a career in the Republic.

On and after August 1, a student who wishes to become a Pharmaceutical Chemist must:—(a) register with the Pharmaceutical Society of Ireland; (b) enrol at University College, Dublin, for a three-year course of studies leading to the degree of Bachelor of Science (Pharmacy); (c) devote one calendar year to practical training in an approved pharmacy; and (d) pass an examination in forensic pharmacy conducted by the Pharmaceutical Society of Ireland.

Preliminary Registration

A student applying for Preliminary registration must submit to the registrar of the Pharmaceutical Society of Ireland evidence that he has passed English, Irish, Latin, mathematics and another subject in the Matriculation examination of the National University of Ireland together with a copy of his birth certificate; a registration fee of £4 4s.; and a form of application (obtainable from the registrar of the Society) duly completed. A student educated outside the State may substitute another language for Irish.

*A student who passes the specified subjects in the Leaving Certificate examination of the Department of Education or in the Grammar School Senior Certificate examination, Northern Ireland, may effect registration as a matriculated student of the National University of Ireland by making application to the registrar, 49 Merrion Square, Dublin. It is essential to make early application to ensure that a certificate will be ready before the date of registration for the course. A student seeking exemption from the Matriculation examination of N.U.I. on the results of other examinations should communicate in the first instance with the registrar of the Pharmaceutical Society of Ireland, submitting certificates of examinations passed, a birth certificate, and a recent character reference. As accommodation is limited, application by post for Preliminary registration must be made on or before September 1. If the number for which space is available is less than the number of applications, students will be selected according to merit. The preliminary registration fee is £4 4s.

No student will be admitted to University College, Dublin, for the course in pharmaceutical science who will not have attained the age of seventeen years on January 15 of the year following entry. Students must register by personal attendance at the time and date appointed for their year and faculty (students A-L: Wednesday, October 18, 10.30 to 12 noon; M-Z: Wednesday, October 18, 2.30 to 4 p.m.). Students must commence attendance on the first day of term (October

10). The college fees are about £70 each year for students whose home residence is in Ireland on September 15 of the year in which they enter College. For all other students, the fees payable are 50 per cent. more than that figure. A College fee of £5 is payable in every year during which a student is in attendance and students are required to pay fees to the University on entering for any University examination.

The subjects of the first year are chemistry, physics, botany and zoology. A student must pass the first examination in those subjects before he will be allowed to proceed to the second year of the Course. The subjects of the second and third years are pharmaceutics, pharmaceutical chemistry, pharmacology and pharmacognosy. A College examination at the end of the second year and the final examination at the end of the third year will be set in those subjects. In addition, the student will be required to attend lectures in organic chemistry during the second year and lectures in forensic pharmacy during the third year. A student who passes the Final examination will be awarded the degree of Bachelor of Science (Pharmacy) by the National University of Ireland.

Practical Training

A student who has passed the Degree examination will be required to devote one year to practical training in a pharmacy approved for that purpose by the Council of the Pharmaceutical Society of Ireland. On concluding the period of practical training he will be eligible to enter for the Pharmaceutical Licence examination, which is conducted by the Pharmaceutical Society of Ireland. The subject of that examination is forensic pharmacy; and the successful candidate becomes eligible for registration as a Pharmaceutical Chemist.

A New Regulation

The following new regulation was approved by the Minister for Health (Mr. S. MacEntee) on July 31.

"A student registered in the Preliminary

register under regulation XII of the regulations of 1952 on or before July 31, 1961, and who has passed the First Professional examination in accordance with those regulations, may return to the College of Pharmacy for attendance at the pharmacy course after he has completed two years' apprenticeship in an approved pharmacy. On passing Section 1 of the Second Professional examination in accordance with the regulations of 1952, the student will be required to undergo a period of practical training of not less than one year before entering for the Pharmaceutical Licence examination" [an examination in forensic pharmacy corresponding to Section 2 of the Second Professional examination].

Thus a student who obtains the consent of his Master may return to the College a year earlier than under the old regulations. The proposed arrangement will cost the student £5 extra (the Licence examination fee), but it will enable him to complete his academic course a year earlier. This arrangement is of particular advantage to a student who fails the Second Professional examination, since it will enable him to repeat the examination during the final year of apprenticeship, i.e. it permits a student to make three attempts at the Second Professional examination before the expiration of the five years of the course. A student who elects to complete three years' apprenticeship before returning to the College will be entitled to take the complete Second Professional examination (sections 1 and 2). Should he fail, however, he will have to wait six months more to enter for the supplemental examination.

To facilitate courses commencing in October students are urged to return application forms at the earliest possible date. The office of the Pharmaceutical Society of Ireland is closed to callers during August, and applications for Preliminary registration, or for further information about courses, should be made, by post, to the Registrar, 18 Shrewsbury Road, Ballsbridge, Dublin, 4.

* Students granted Preliminary registration by the Pharmaceutical Society of Ireland will be sent a copy of the University College regulations.

CHRISTMAS SHOWROOMS

THE following are announced:—

CUSSONS, SONS & CO., LTD.,
Kersal Vale, Manchester, 7.

NOTTINGHAM: Black Boy hotel, August 21-25.

LEEDS: Griffin hotel, August 28-31.

BRISTOL: Royal hotel, August 28-31.

LIVERPOOL: Adelphi hotel, August 28 to September 1.

H. BRONNLEY & CO., LTD.,
Bronnley Works, Brackley, Northants.

LIVERPOOL: Adelphi hotel, August 21-25.

MANCHESTER: Midland hotel, August 28 to September 1.

CARDIFF: Royal hotel, August 28 to September 1.

LEEDS: Queen's hotel, August 28 to September 1.

J. GROSSMITH & SON, LTD., 41
Piccadilly, London, W.1.

HULL: Imperial hotel, August 21-25.

LIVERPOOL: Adelphi hotel, August 21-25.

SOUTHAMPTON: Polygon hotel, August 21-25.

BRISTOL: Royal hotel, August 28 to September 1.

LEEDS: Queen's hotel, August 28 to September 1.

GLASGOW: St. Enoch hotel, August 28 to September 1.

JEAN SORELLE, LTD., 21 Turle
Road, London, N.4.

LEEDS: Queen's hotel, August 28 to September 1.

COTY (ENGLAND), LTD., 3 Stratford Place, London, W.1.

SOUTHEND-ON-SEA: Victoria hotel, August 22-24.

CARLISLE: County & Station hotel, August 23-24.

GLASGOW: 239 St. Vincent Street, August 28 to September 8.

CARDIFF: Royal hotel; August 28 to September 1.

LIVERPOOL: Adelphi hotel, August 28 to September 1.

HENDON: Brent Bridge hotel, August 28-31.

LEEDS: Great Northern hotel, August 28 to September 8.

CHATHAM: Sun hotel, August 29-31.

MANCHESTER: Midland hotel, September 4-8.

NOTTINGHAM: County hotel, September 4-8.

LEICESTER: Grand hotel, September 5-7.



The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMUS ESTRAND, LONDON"

TELEPHONE CENTRAL 6565

Drugs in Hospitals

IN a memorandum issued to hospital authorities (see p. 186) the Ministry of Health has given a reminder of the importance of controlling the cost of drugs and dressings and has suggested a number of methods by which economies may be achieved.

One of the most important statements of the memorandum concerns the practice of substitution which, "provided it is done under a scheme which is well understood in the hospital and acceptable to the senior medical staff" is described as "a desirable practice." The Ministry is at pains to point out, however, that any such scheme should apply only to doctors who expressly agree to it; that it should provide for the exemption of particular prescriptions at the request of the doctor; and that the drug actually issued should be recorded and the prescription card returned to the doctor concerned. The routine set out is a fairly precise one, laid down so as to ensure that the substitution, if it occurs, is not a unilateral act by the pharmacy staff. Even so, the recommendation will not be enthusiastically received by the pharmaceutical manufacturers, especially those who have contributed largely to the research in this country and who can continue in existence only by selling—at a profit—the branded ethical proprietaries which they market. The industry may well be upset also about an implied criticism in the suggestion that visits to junior doctors in hospitals by representatives of pharmaceutical firms are "the cause of unnecessarily costly prescribing," followed by an instruction to hospital authorities to review the extent to which representatives have access to their hospitals. Taken with the suggested policy of reducing the range of items, those recommendations will tend, in an already competitive industry, to increase the competition to an extreme at which it could react unfavourably on the patient. That would be especially the danger if the fierceness of the competition led to an impairment of standards in the pharmaceuticals generally available in hospitals. Hospital pharmacists have thus an important responsibility, for in medicine it is essential that standards above the bare minimum should prevail.

No one will be likely to cavil at the recommendation that clinical trials should be conducted by or under the supervision of a senior doctor, and every hospital pharmacist will approve the recommendation that he should be informed if any drugs in the hospital are to be supplied otherwise than through him. It is sound and sensible, too, that quantities prescribed for out-patients

should not exceed the needs for the period until either the hospital doctor or the general practitioner is seen. The situation may exist in which larger-than-normal issues of drugs may be advantageous to both patient and practitioner, but ordinarily "bulk supplies" handed out to hospital out-patients are a menace to economy and safety alike.

Invoicing the Surcharge

THAT the Commissioners of Customs and Excise have already run into difficulties on the method that should be adopted for disclosing the purchase-tax surcharge on invoices is evident from a notice (No. 539) the Department issued on the subject on August 9. It states that, following numerous representations, the "Department has approved as an alternative procedure that, where their officers are satisfied that it would be unreasonable to insist on a registered trader showing the special surcharge separately on his invoices, and that no verification difficulties will arise, they may agree, on request, to the purchase tax and special surcharge being shown together as a single item provided the invoices bear some clear indication that such is the case."

Although the Customs authorities had more than usual time to look into and iron out such problems, it would seem to us that those doing the ironing-out had had little experience of business matters, let alone the problems of invoicing, mechanical or otherwise. Certainly the Chancellor described the 10 per cent. as a *surcharge* rather than what it effectually is—an *increase* in the basic rate. To show the amount of tax charged per item on invoices rather than a bulk sum at the foot is an encumbrance that most business houses accept in the interests of their customers. In order to continue doing that, most manufacturers quite rightly consolidated the 10 per cent., and worked out new price lists which, in the case of taxable medicines, show a 27½ per cent. purchase tax change instead of a 25 per cent. rate plus 10 per cent. surcharge. That decision, however, has brought them into conflict with the Customs' rigid interpretation of the Chancellor's pronouncement. Those having to collect the tax will feel relieved that common sense has, in the event, prevailed.

Onward from Galen

A CURRENT CAUSERIE

COLLECTIONS of medical objects are by no means unique but a special "twist" has been given to exhibits on view at Richmond, Virginia, U.S.A., during the summer months of the years 1961-65. The Confederate Medical Exhibit at 1200 East Clay Street was organised by the Richmond Academy of Medicine with the co-operation of the Virginia Civil War Centennial Commission. It depicts military medicine in Virginia, 1861-65. In 1861 Richmond became the medical centre of the South and several hundred thousand sick and wounded men from both armies were treated in the numerous hospitals that filled the city and spread out into the suburbs. The Chimborazo Hospital alone cared for nearly 80,000, becoming the largest single hospital in the history of the United States. In the exhibits all aspects of Confederate medical care are depicted by photographs, models, reports, charts, surgical equipment and books. A bone from Cold Harbor battlefield, containing the first successful known use of a metal pin for treating a fracture, is on display. The rôles played by Virginia pharmacists and dentists are depicted, as is "Nina," the large doll with a china head in which badly needed drugs were smuggled through the lines.

"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE
SPECIAL PROBLEMS OF THE PHARMACIST
IN RETAIL PHARMACY

E. C. TENNER

WHAT you lose on the roundabouts you can make up on the swings." That was once a sufficient guiding principle for a shopkeeper. He carried in his head a vague impression that he must raise or lower his charges for the swings and according to his judgment he got by comfortably or not. Now, rocketing overhead expenses can easily take more than a shopkeeper's entire profit from him and the vague old principle alone is not enough. Costs and percentage margins must be calculated exactly from balance sheets and vigorously, even ruthlessly, controlled.

High rents and rates mean that not one cubic inch of space may be wasted or left unproductive. High wages mean that no time may be wasted by any member of the staff. Time and motion studies are necessary for every member of the staff and for every job that the staff carries out. The services of lighting, heating and telephone must only be used in economical sufficiency and never squandered unproductively. For greatest success there must be greatest efficiency.

Efficiency Plus Personality

Our chief competitors, the supermarkets and the chain shops, pay great attention to that sort of efficiency—it is the only weapon they have to pit against a progressive small-shop chemist's personality. If the small-shop chemists were to match their efficiency with his own, then his personality in his business would give him great advantage over those competitors. Too many small-shop chemists—and some with larger businesses too—have shunned critical examination of their methods and their results. "I couldn't do that sort of thing. It's all very well for Woolworth, Victor Value and Boots, but I'll get by just muddling along. Anyway I've not the time or capital to spend on fancy planning." Such men are not doing themselves justice. They are penalising their chances of success.

Every pharmacist has been trained in objective scientific observation and deduction, therefore he has no need to call in expensive advisers whose "out of the blue" recommendations he might shrink from carrying out. If he himself were to contemplate the problems of his own business efficiency, he would come to recognise the steps he ought to take, and sooner or later he will take them. So let each master pharmacist make use of his training to appraise his own methods and the means of carrying on the business of a retail chemist. An hour's quiet thinking every day, with notes made for future reference, can be worked into even the busiest boss's day. If necessary, let him get up an hour earlier or go to bed an hour later every day, but let him think with pencil and paper at hand. He can think of himself, his staff and his shop, then of the methods he uses. Does he regard his shop as a machine for selling the goods and the services of pharmacy? How many parts of the machine are obsolete or out of date? Does the shopfront get the best returns from the public's modern shopping habits? How many counters, showcases or shelves were designed for the goods and methods of a past generation? Can he afford to keep any such? Does the layout of the shop waste the time of the staff? How many times are goods handled before they are actually sold to a customer? If an efficient wholesale firm requires a discount of 15 per cent. from the manufacturer to carry out its wholesale functions at a small profit, can a retail chemist expect to make



any profit at all out of the discount of 5-10 per cent. that the manufacturers pay him for acting as a wholesaler by buying goods on quantity or bonus terms? In these days of wholesalers who make one or more deliveries each day, is a stock room an expensive anachronism? Should all the goods go straight on to the shop selling-shelves from the wholesaler's box and then straight from the shelf to the customers' baskets with a minimum of handling? It pays manufacturers, rather than sell to a wholesaler who takes 15 per cent. discount, to sell their goods to retailers less a 5 per cent. or 10 per cent. quantity discount. It pays them even more when the retailer takes a bonus in goods instead of a discount. But does it pay the retailer to take the 10 per cent. discount and add to his overhead costs the price of handling and storing the goods, not to mention the cost of tying up capital until they are sold, with the bank rate at its present record figure? I do not believe it does. I believe in letting modern, efficient wholesalers do far more for me out of their 15 per cent. than I could do for myself in my small way out of an even larger extra quantity discount.

Once started, such thoughts flow on and on, and may lead to fresh and more profitable policies, even in a business that might at first be thought to be already cut and dried. Our competitors are cutting prices against us and it is nowadays impossible to make up losses on the roundabout by increasing prices on the swings. Our reply can—and must—be to reduce the cost of running both swings and roundabouts. To do that, radical changes in methods may be necessary. True enterprise recognises what those changes are and then proceeds to carry them out.

Work Without Recompense

Thinking about unproductive efforts that ought to be ended leads to other thoughts about all those things that the Government requires retail traders to carry out without reward. The stamping and maintaining of National Insurance cards, the collection of purchase tax, the collection and recording of pay-as-you-earn income tax, and the calculation of graduated pensions are the most onerous and come first to mind. Somewhere there must be an influential advisory committee which thinks up these taxes and long ago discovered that the retail traders are the only class who will go on carrying the additional overhead expenses of doing these official jobs without demanding any recompense. The recent absurd 10 per cent. surcharge on purchase tax can only be regarded as the last straw that breaks the camel's back.

100 YEARS AGO

A BILL WITHDRAWN

From the C. & D., August 15, 1861

THE Trade Marks Bill, after all the labour and ingenuity expended upon it—after all the suggestions and representations of various deputations who waited at different times upon Mr. Milner Gibson—has met the fate of most commercial measures left for consideration until the latter part of July. It has been withdrawn in as decent a manner as possible, professedly with "a view to its reintroduction next session, and its reference to a select committee." What it will become eventually—if it is ever fated to have an active substantial existence—no man can tell; and we can only wait and watch, and watch and wait.



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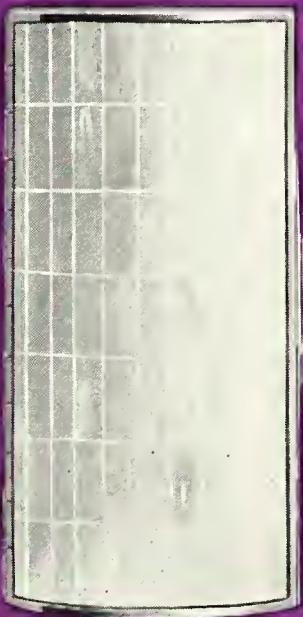
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Amendments to C. & D. Quarterly Price List

NEW PRODUCTS AND MANUFACTURERS' PRICE CHANGES NOT OCCASIONED BY THE RECENT 10 PER CENT. PURCHASE-TAX SURCHARGE. CUMULATIVE FROM AUGUST 5.

USERS of the list are reminded that they were requested to retain the supplementary price list included in the August 5 issue of the *C. & D.*

Albamycin G U (1263 Upjohn)	tablets ..	30	46	0ea.	..	..	..	ts4BTS	5 mgm	..	100	18	0ea	..	24	0	TS
		100	148	9ea.	..	..	..	ts4BTS		500	80	0ea	..	106	8	TS	
Chloromycetin (938 PD)	vetlettes 500 mgm vet.)	5	114	0	14	3 TS	Prednisone (759 L & B)	tablets 1 mgm	30	2	1ea	..	3	2	TS	
		50	88	8ea	..	..	133	0 TS		100	5	3ea	..	7	11	0	TS
Delete Decortisyl (1087 Roussel)	tablets 1 mgm)	6	6	0	..	..	8	3 TS		500	24	0ea	..	36	0	TS	
		100	294	0	..	..	36	9 TS	5 mgm	..	30	6	6ea	..	9	0	TS
	5 mgm	..	30	78	0	..	..	9 9 TS		100	17	6ea	..	26	3	TS	
		100	216	0	..	..	27	0 TS	buffered 5 mgm	..	30	6	0ea	..	9	0	TS
		500	960	0	..	..	120	0 TS		100	17	6ea	..	26	3	TS	
		500	77	6ea	..	..	116	3 TS	500	77	6ea	..	116	3	TS		
Delta-Cortef (1263 Upjohn)	tablets 5 mgm ..	100	18	0 ea	TS	Prednisone (147 Boots)	tablets 1 mgm	100	66	0	..	8	3	TS	
		500	80	0ea	..	..	..	TS		500	294	0	..	..	36	9	TS
Delta-Cortefan (518 Glaxo)	tablets 1 mgm	100	5	6ea	..	..	7	4 TS	5 mgm	..	100	216	0	..	27	0	TS
		500	24	6ea	..	..	32	8 TS		500	960	0	..	..	120	0	TS
	5 mgm	..	100	18	0ea	24	0 TS	Prednisone (938 PD)	tablets 1 mgm	..	25	30	0	..	3	9	TS
		500	80	0ea	..	..	106	8 TS		100	66	0	..	..	8	3	TS
		500	294	0	TS	5 mgm	..	25	66	0	36	9	TS	
		100	216	0	..	..	..	TS		100	216	0	..	..	27	0	TS
		500	960	0	..	..	..	TS	500	960	0	..	..	120	0	TS	
Codefcortone (837 MSD)	tablets 1 mgm	100	5	6ea	TS	Prednisone (969 Pfizer)	tablets 1 mgm	..	100	66	0	..	8	3	TS	
		500	24	6ea	..	..	..	TS		500	294	0	..	..	36	9	TS
	5 mgm	..	30	6	6ea	TS	5 mgm	..	100	216	0	..	27	0	TS	
		100	18	0ea	..	..	..	TS		500	960	0	..	..	120	0	TS
		500	80	0ea	TS	Prednisone (1263 Upjohn)	tablets 5 mgm	..	100	18	0ea	TS	
Delta-Cortone (837 MSD)	tablets 1 mgm	100	5	6ea	..	..	..	TS		500	80	0ea	..	..	..	..	TS
		500	24	6ea	TS	Prednisolone (837 MSD)	tablets 1 mgm	..	100	5	6ea	TS	
	5 mgm	..	30	6	6ea	..	..	..	TS		500	24	6ea	..	..	..	TS
		100	18	0ea	..	..	..	TS	5 mgm	..	100	18	0ea	..	..	..	TS
		500	80	0ea	..	..	..	TS		500	80	0ea	..	..	..	..	TS
Delta-Cortril (969 Pfizer)	tablets 1 mgm	100	66	0	8	3 TS	Prednisolone (759 L & B)	tablets 1 mgm	..	30	2	1ea	..	3	2	TS	
		500	294	0	..	..	36	9 TS		100	5	3ea	..	7	11	0	TS
	5 mgm	..	100	216	0	..	..	27	0 TS		500	24	0ea	..	36	0	TS
		500	960	0	..	..	120	0 TS	5 mgm	..	30	6	0ea	..	9	0	TS
		500	77	6ea	..	..	..	TS		100	17	6ea	..	26	3	TS	
Deltastab (147 Boots)	tablets 1 mgm	100	66	0	8	3 TS	buffered	30	6	0ea	..	9	0	TS	
		500	294	0	..	..	36	9 TS		100	17	6ea	..	26	3	TS	
	5 mgm	..	100	216	0	..	..	27	0 TS		500	77	6ea	..	116	3	TS
		500	960	0	..	..	120	0 TS		500	77	6ea	..	116	3	TS	
Deltastab B (147 Boots)	tablets 5 mgm	100	216	0	27	0 TS	Prednisolone (938 PD)	tablets 1 mgm	..	25	30	0	..	3	9	TS	
		500	960	0	..	..	120	0 TS		100	66	0	..	..	8	3	TS
Di-Adreson (917 Organon)	tablets 1 mgm	100	66	0	..	..	8	3 TS		500	294	0	..	..	36	9	TS
		500	294	0	..	..	36	9 TS	5 mgm	..	100	18	0ea	..	27	0	TS
	5 mgm	..	30	78	0	..	..	9 9 TS		500	80	0ea	..	120	0	TS	
		100	216	0	27	0 TS	Prednisolone (759 L & B)	tablets 1 mgm	..	30	2	1ea	..	3	2	TS	
		500	960	0	..	..	120	0 TS		100	5	3ea	..	7	11	0	TS
		500	77	6ea	..	..	..	TS		500	24	0ea	..	36	0	TS	
Di-Adreson-F (917 Organon)	tablets 1 mgm	100	66	0	..	..	8	3 TS	5 mgm	..	30	6	0ea	..	9	0	TS
		500	294	0	..	..	36	9 TS		100	17	6ea	..	26	3	TS	
	5 mgm	..	30	78	0	9 9 TS	buffered	30	6	0ea	..	9	0	TS	
		100	216	0	..	..	27	0 TS		100	17	6ea	..	26	3	TS	
		500	960	0	..	..	120	0 TS		500	77	6ea	..	116	3	TS	
		500	77	6ea	TS	Prednisolone (938 PD)	tablets 1 mgm	..	25	30	0	..	3	9	TS	
		100	66	0	..	..	36	9 TS		100	66	0	..	..	8	3	TS
	5 mgm	..	30	78	0	..	..	9 9 TS		500	294	0	..	..	36	9	TS
		100	216	0	27	0 TS	5 mgm	..	25	66	0	8	3	TS	
		500	960	0	..	..	120	0 TS		100	216	0	..	..	27	0	TS
		500	960	0	..	..	120	0 TS		500	960	0	..	..	120	0	TS
Orthoxicol (1263 Upjohn)	syrup ..	2oz.	4	8ea.	†	Bifuran (1153 SKF)	supplement	1 lb	36	0ea	..	54	0		
		16oz.	30	7ea.	†	Crookes (324 Crookes)	halibut oil 5 mils	20	0	2	6		
Panadol (97 Bayer)	tablets ..	50	54	0	6	9	A Delta-Genacot (502 Genatosam)	tablets 1 mgm	..	100	66	0	..	8	3	TS	
Penitriad (971 PSMB)	tablets ..	20	68	0	..	..	8	6 ts4BTS		500	294	0	..	..	36	9	TS
		250	672	0	84	0 ts4BTS		5 mgm	..	100	216	0	..	27	0	TS	
	granules ..	..	73	0	..	..	9	1 1/2 ts4BTS		500	960	0	..	..	120	0	TS
Precortisyl (1087 Roussel)	tablets 1 mgm	100	66	0	8	3 TS	● Duphaston (324 Crookes)	tablets	20	30	0ea	..	45	0		
		500	294	0	..	..	36	9 TS		100	134	0ea	..	201	0		
	5 mgm	..	30	78	0	9 9 TS	A Halycitrol (324 Crookes)	4 oz	..	26	0	3	3		
		100	216	0	..	..	27	0 TS	8 oz	..	48	0	..	..	6	0	
		500	960	0	..	..	120	0 TS	8 oz	..	48	0	..	..	6	0	
Prednelan (518 Glaxo)	tablets 1 mgm	100	5	6ea	7	4 TS											
		500	24	6ea	32	8 TS											

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time

A=Advanced. R=Reduced.

Entries new this week are marked thus: ●

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time
A=Advanced, R=Reduced.

Entries new this week are marked thus:— ●

uran (1153 SKF)

	Bifuran (1153 SKF)							
<i>Corr.</i>	supplement ..	1 lb	36	0ea	..	54	0	
	Crookes (324 Crookes)							
<i>A</i>	halibut oil 5 mils ..		20	0 ..	..	2	6	
<i>R</i>	Delta-Genacort (502 Genatosan)							
	tablets 1 mgm ..	100	66	0 ..	..	8	3	TS
		500	294	0 ..	..	36	9	TS
	5mgm ..	100	216	0 ..	..	27	0	TS
		500	960	0 ..	..	120	0	TS
●	Duphas-ton (324 Crookes)							
	tablets ..	20	30	0ea	..	45	0	
		100	134	0ea	..	201	0	
<i>H</i>	Halycitrol (324 Crookes)	4 oz	26	0	3	3	
		8 oz	42	0	6	6	

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===== THE CHEMIST AND DRUGGIST =====

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You may at any time be called upon to identify a tablet or capsule by its colour, trade mark or other indication. To do so may be a matter of life and death, yet the difficulties of identification need hardly be stressed.

A reliable aid exists in THE CHEMIST AND DRUGGIST Tablet and Capsule Identification Guide. First published in 1956, it has twice been brought up to date with supplementary charts and is now issued as a set of eight cards, five in colour, two in diagrammatic black and white with numbered reference to the title or formula of each tablet, and the set includes a key to manufacturers. The cards are eyeletted and corded for hanging. A washable laminated surface lengthens their life. Also available, for those who may consider a paged form better suited to their requirements, is a brochure on white art paper. The brochure contains the same illustrations and information as the cards.



FRIENDS in Pharmacy

The influence of some famous Quakers on the development
of pharmacy and the pharmaceutical industry in Britain

MARGARET STILES

(Concluded from THE CHEMIST AND DRUGGIST, June 24, p. 661)

LUKE Howard carried on from Plaistow a regular correspondence with John Dalton (himself a Quaker), and with Goethe. In 1814 he went to Germany to administer a Quaker fund for the relief of peasants in that country during the Napoleonic wars. During the Franco-Prussian war of 1870 his grandson Elliot Howard went out to administer a similar fund for the relief of the French peasants, and after the 1914-18 world war Elliot's daughter Elizabeth went to France and later to the Ruhr on Quaker relief work.

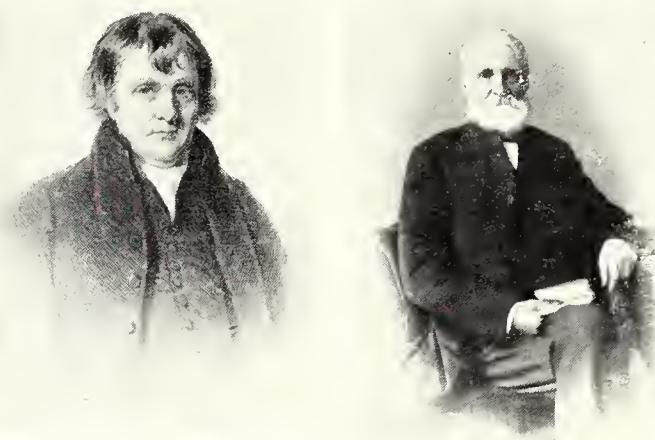
Luke Howard died in 1864. His sons Robert and John were apprenticed to the firm. Robert became one of the first Fellows of the Chemical Society, and John, a famous quinologist, became a Fellow of the Royal Society in 1874. Robert Howard's son David, as well as acting as senior partner in the business, was a founder member of the Society of Chemical Industry and of the Royal Institute of Chemistry.

Another famous Quaker chemist was John Bell, father of Jacob Bell. John became apprenticed to Frederick Smith, a Quaker druggist who had a business in the Haymarket, London, and who was a friend of William Allen. Smith is portrayed in Haydon's well-known painting "The Quiet Hour," which now hangs in the library of the Society of Friends in London. John Bell, who married one of Frederick Smith's daughters, in 1798 established his own retail business at 338 Oxford Street. A rigid Quaker, he wore the Quaker dress, had flowing hair and a forehead fringe. William Lucas, in the *Quaker Journal*, recalls that Bell "used to stand behind his counter with his cocked hat on." Bell was a member of the committee of chemists and druggists which in 1813 successfully opposed the Apothecaries Bill, and was a founder member of the Pharmaceutical Society.

The Pharmaceutical Society's Founder

In 1826 he took in as apprentice his eldest son Jacob. During his apprenticeship Jacob attended lectures in chemistry and physics, and gradually took over his father's business, which continued to prosper under his management. For most of his life Jacob was an active member of the Society of Friends, but from an early age he ceased to adopt the Quaker style of dress and speech, and though he retained many of the principles of Quakerism he was a lover of music, literature and art, to the encouragement of which he devoted much of his substantial wealth. He was a close friend of Sir Edwin Landseer, and at his house in Langham Place established a large collection of now famous paintings, many of which he bequeathed to the nation. He also gave parties for his literary and artistic friends, among them Dickens and Thackeray, and attended the opera and the theatre.

Jacob Bell was, of course, a founder member of the Pharmaceutical Society and its president, 1856-59. He was a pioneer in technical journalism and the founder and first editor of the



John Bell. Right: Thomas Harvey

Pharmaceutical Journal. With the object of introducing pharmaceutical legislation into Parliament, Bell stood for election as Liberal candidate for St. Albans in 1850, and as member of parliament he succeeded in passing through Parliament the Pharmacy Act, 1852. Subsequently he was accused of bribery at the St. Albans' by-election, the constituency was disfranchised, and though Bell stood for Parliament again he was not elected. He died in 1859 at the early age of forty-nine, but the Oxford Street business continued and in 1909 incorporated Croyden & Co., Ltd. In 1912 a new company was formed and a new and enlarged pharmacy was opened. The business of Langham Bros., manufacturing chemists and perfumers, was absorbed in 1921, and in 1928 the business was itself acquired by Savory & Moore, Ltd. The wholesale side of the Oxford Street pharmacy became an independent business which developed into John Bell, Hills & Lucas, Ltd., whose story has been told in these columns (*C. & D.*, June 6, 1959, p. 614).

Three Generations of Manufacturers

William Ransom, founder of William Ransom & Son, Ltd., Hitchin, Herts, was descended, on both his father's and his mother's sides, from staunch Quaker families, and carried on throughout his own life their principles of honesty, fair dealing, humility and philanthropy. His apprenticeship was served with Thomas and William Southall, Birmingham, and in 1845 he opened in Sun Street, Hitchin, a pharmacy in which he set to work to convert a range of old timber buildings into a laboratory for the distillation of essential oils and the manufacture of extracts, both from home-grown and from imported herbs. From those beginnings developed the present business of manufacturing chemists, which is still a family concern after more than 100 years. William Ransom was a keen botanist, naturalist and archaeologist, a Fellow of the Linnean Society

and of the Society of Antiquaries. True to his Quaker principles, he was a philanthropist and benefactor in his native town. In 1885 William took into partnership his only son, Francis who, after a few years, succeeded his father entirely in its management. Francis was educated at Quaker schools and trained in pharmacy with Southall Bros. & Barclay, Birmingham, qualifying as a chemist and druggist in 1883. Subsequently he undertook research into botanical drugs, and in 1886 was appointed to the Pharmaceutical Society's board of examiners, and in 1910 president of the British Pharmaceutical Conference. His son, Mr. Richard Francis Ransom, was appointed chairman of the company on the death of his father in 1935.

The business of Reynolds & Branson, Ltd., Leeds, was founded in 1816 by a distinguished Quaker, William West, born in 1793. West, "at an early age," entered the laboratories of Allen & Hanburys at Plough Court, remaining there for some years before commencing business on his own account in Leeds. A distinguished scientist, he was in 1846 elected a Fellow of the Royal Society. West lectured in chemistry at the Leeds School of Medicine, and was the author of many scientific papers. Like his fellow Quakers he was an ardent worker for the abolition of slavery, and was secretary of the Anti-slavery Society in Leeds. He was a member of the Peace Congress in Paris in 1849, and was one of the founders of the British Association for the Advancement of Science. In 1841 he was joined in the business by Thomas Harvey, another Quaker, and one of the founders of the Pharmaceutical Society. Thomas Harvey was the first president of the Leeds Chemists' Association on its foundation in 1862.

One of the Founders of the Conference

William West died in 1851, and in 1854 Harvey took into partnership his former assistant, Richard Reynolds, also a Quaker. Reynolds was a member of the Council of the Pharmaceutical Society, 1863-72, and one of the founders, in 1863, of the British Pharmaceutical Conference, of which he was in turn secretary and president. The firm continued as Harvey & Reynolds until Harvey retired in 1867. In 1883 Mr. F. W. Branson was admitted and in 1890 Mr. R. F. Reynolds. The firm was incorporated as Reynolds & Branson Ltd. in 1898.

One of the earliest of the Quaker chemists was Ollive Sims, Stockport. Son of John Sims, Ollive was admitted into the Stockport Society of Friends in 1786. Earlier in that year he had commenced business as a chemist and druggist in Lower Hillgate, on a site that had previously been an inn; the Bull and Mouth. Sims, by his business methods and uprightness, rapidly gained the esteem and confidence of the town. Among his apprentices were Luke Howard, Daniel Woolley (who afterwards opened a shop of his own at Millgate, Stockport); and Ephraim Hallam, founder of Hallams Charity.

Sims later went into partnership with W. G. Ansell, a Manchester chemist, at 16 Market Place, Manchester, and continued in business for many years before retiring to Bower House, Stockport, where he died in 1836.

A rigid Quaker, Ollive Sims wore* the orthodox low shoes tightened with buckles, knee breeches, and coat of peculiar colour and shape, the whole surmounted by a broad-brimmed hat. The Friends' meeting-house which he attended was described by John Dalton as "the most elegant little meeting house that can be conceived; the walls and ceiling perfectly white, the wainscot, seats, gallery, etc., all white as possible; the gallery rail turned off at each end in a fine Serpentine form; a white chandelier; the floor as smooth as a mahogany table and covered with light red sand."

Sims's eldest son, John Phipps Sims, graduated in medicine and practised in London. His second son, Samuel, succeeded to the business when his father retired, and took into partnership Alexander Henry Shaw. Another Ollive Sims, probably the founder's grandson, was also actively connected with the business. Shaw died in 1885, and in 1886 the business of Sims & Shaw was taken over by Kay Bros., who extended the premises, later—in 1901—selling the business to J. C. Arnfield & Sons. In 1913 Messrs. Arnfield moved to larger premises in Princes Street, and in 1936 the business was acquired by James Woolley, Sons & Co., Ltd.

Another early Quaker chemist, John Southall, had a business in Leominster, Herefordshire, and two sons, Thomas and William, both of whom were trained as chemists and druggists. In 1820 Thomas opened a business in Birmingham, where he was joined a year later by his brother. William's son, also William, joined the company in 1851, and it then became T. & W. & W. Southall. Thomas Barclay joined the firm in 1861 and in 1898 it was formed into a limited company.

Specialists in Phosphorus

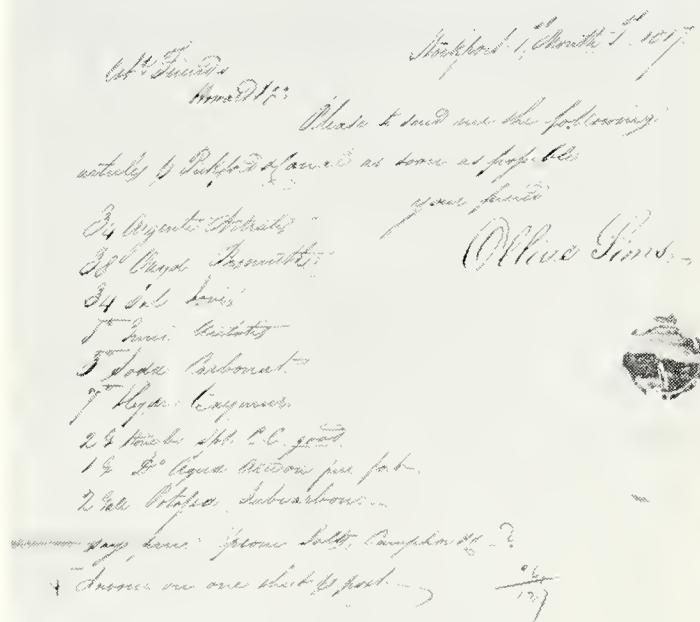
Arthur Albright, founder of Albright & Wilson, Ltd., was the grandson of William Albright, grocer, of Woburn, Beds, whose wife was Rachel Marshall, a descendant of James Lancaster. William, a staunch Quaker, established schools, made roads, circulated the Bible and actively supported the Peace and Anti-slavery Societies. In 1827 Arthur was apprenticed to a chemist and druggist uncle at Bristol, and on leaving worked for a year for T. & W. Southall at Birmingham. In 1840 he became a partner in the firm of John & Edmund Sturge, manufacturing chemists, Birmingham, of which the second partner, Edmund, was married to Arthur's sister Lydia.

When Albright joined them, the Sturge partnership was manufacturing, among other chemicals, chlorate of potash for making matches, and in 1844 at Arthur Albright's instigation they commenced the manufacture of phosphorus for that purpose. In the following year Albright undertook a hazardous journey to Europe to investigate the slaughter-houses at Galatz as a possible new source of bone-ash for use as a raw material for phosphorus. That was the first of many trips to Europe. In 1855 the business was joined by Albright's brother-in-law, John Edward Wilson. The partnership with Sturge's had ended in 1854, and Albright and Wilson went into partnership together. Wilson took care of the commercial side of the Oldbury business, leaving Albright free to concentrate on business journeys abroad and on technical developments at home.

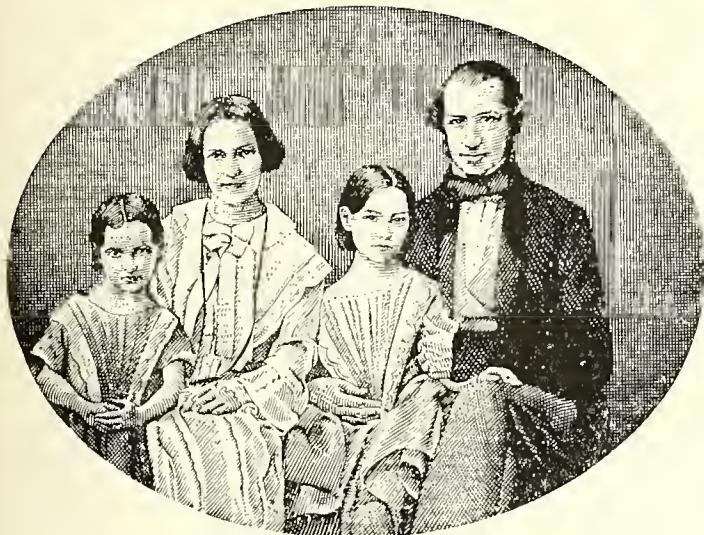
In 1848 Albright married Rachel Stacey, daughter of the Quaker George Stacey, Tottenham. Throughout his life he showed the typical Quaker humanitarianism, interesting himself

* Description furnished by James Woolley & Sons, Ltd., taken from "Stockport Advertiser, 1888."

An order signed by Ollive Sims. From the archives of James Woolley Sons & Co., Ltd., Manchester.



greatly in the movements for the abolition of slavery. After the emancipation proclamation of 1863 he worked for the betterment of the freed negroes, and in 1871 he raised money and collected supplies of seeds for the French farmers and peasants whose stocks had been destroyed by the Franco-Prussian war.



Arthur & Rachel Albright with their daughters Rachel Anna and Mary Deborah, 1857. From a print in the records of Albright & Wilson, Ltd.

He supported the Anti-opium Society and the Arbitration League, and contributed to that body's part in the prevention of war with Russia during the Jingo fever crisis of 1877-80. At home he showed the typical Quaker concern for the welfare of his employees, and presented to the town of Oldbury a park (Langley Park) and the site for a technical school. On his death in 1900 he left many charitable bequests.

Reason for "Safety" Matches

The first form of phosphorus made by Albright for the match trade was white phosphorus, and it was primarily his Quaker concern over the danger of that form to health and property, especially to the health of his workers, that led him to investigate amorphous phosphorus and finally to its manufacture and sale for the production of safety matches.

John Edward Wilson, also a Quaker, and married to Rachel Albright's sister Catherine, was a philanthropist who showed strongly the Quaker dislike of publicity and the Quaker caution in business. His character was described as "a mixture of evangelical fervour with business method and caution." He resigned his chairmanship of the company in 1903.

About 1858-82 a third partner, Jacob Holt Player, was taken into the company, remaining until the sons of the original partners were old enough to come in. William Arthur Albright, Arthur's eldest son, was for several years the company's engineer and works manager before succeeding to the chairmanship in 1903. His wife Priscilla was daughter of Joseph Sturge. Also a staunch

Below, Samuel Jones's Lucifer matches (ignited by friction on sand-paper) of 1829; and, left, Bryant & May's patent special safety match ("ignites only on box") of 1862, both of them inventions that created an increased demand for phosphorus.



Quaker, he devoted himself to educational and philanthropic work in his business and private life. In 1920 he was appointed by the Friends' International Service Council as a commissioner to co-ordinate relief work in Europe, and travelled widely in Russia and Poland to better the conditions of refugees. He resigned his chairmanship in 1915 because "the filling of shells with phosphorus to make smokescreens for war was incompatible with his Quaker principles." He was succeeded as chairman by John William Wilson, also a philanthropist and public benefactor, and in 1932 by the latter's nephew, Kenneth Henry Wilson. Founder, not of a manufacturing house but of a well-known retail business in Clapham, was Quaker Henry Deane. His father was a friend of John Gibson (member of the firm that later became Howards of Ilford). He was apprenticed to a Reading chemist, and worked for three years for Jacob Bell & Co., Oxford Street, before opening his business in Clapham. He was a founder member of the Pharmaceutical Society, and its president, 1853-55. Deane died in 1874.

Among the Friends of pharmacy should also be mentioned some of those other early Quakers who, though not actually founders of businesses, made notable contributions to the scientific achievements of their day.

A Pharmacist's China-clay Patent

William Cookworthy, founder of the English porcelain industry, was a zealous Friend. He was apprenticed in 1719 to Sylvanus Bevan in London, and the Bevans established a branch in Plymouth under him, taking him into partnership. About 1745 he was joined by his younger brother Richard, and in 1768 took out a patent, jointly with Lord Camelot, for the manufacture of a new kind of porcelain from china clay. In 1770 the works were transferred to Bristol, and Cookworthy was joined by Richard Champion, to whom he gave up the business in 1884. In 1775 Champion petitioned for an Act to extend the Cookworthy patent for another fourteen years, but was strongly opposed by the Staffordshire potters. Eventually he was driven out of business.

Richard Phillips, a founder member of the Geological Society, entered the Plough Court pharmacy as dispenser and laboratory assistant before starting a chemist's shop at 29 Poultry, London. He left business to devote himself to scientific and literary pursuits, becoming a Fellow of the Royal Society and the authorised translator of the 1824 London Pharmacopoeia, and editor and translator of the 1836 and 1851 editions.

Joseph Fry, one of the eminent Quakers who presented an address to Frederick William IV of Prussia in London in 1842, was educated as an apothecary and doctor, and set up in practice in Bristol in 1750. In supervising the diets of his patients, he advocated the drinking of chocolate, and soon began to manufacture it. That eventually led to the establishment of Fry's chocolate business. Fry also went into partnership in a soap-boiling firm that eventually became Lever Bros.

Benjamin Bartlett I, a Bradford apothecary, entered his father's business of stationer and bookseller, which he carried on as well as his own apothecaries' shop. His house was licensed as a meeting house, and he was for many years clerk and treasurer of the Bradford meeting.

His son, Benjamin Bartlett II, was brought up in his father's business and practised as an apothecary, though he was better known as an antiquarian and Fellow of the Society of Antiquaries. He was a friend of John Fothergill, one of a distinguished company of Quaker doctors that included John Lettsome, Gilbert Thompson (one-time dispensing assistant at Plough Court) and Thomas Hodgkin, who "introduced the legible writing of prescriptions." Many present-day pharmacists would agree that that was at least one desirable Quaker objective which has not been entirely achieved.

* Richard Threlfall, "A hundred years of phosphorus making."

† Raistrick, "Quakers in Science and Industry."

WHERE TO SEE THE PAINTING: The painting "The Bearded Woman," by Jose de Ribera (C. & D., June 24, p. 651), is among the exhibits at the Tavera Hospital, Toledo, Spain, and not as stated in the caption under the printed illustration.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

CHANGES IN QUALIFYING EXAMINATION

Part I to be an internal examination

A PROPOSAL for holding the Pharmaceutical Chemist Qualifying examination, Part I, on an internal basis was discussed at a meeting of the Council of the Pharmaceutical Society of Great Britain held in London on August 1 and 2. The proposal was based upon views expressed by teachers and examiners and would overcome certain difficulties which had been generally experienced. Under the present arrangements a sharp division was drawn between the material to be taught in the respective years of the three-year course and that prevented a desirable degree of latitude in teaching. The proposal had been submitted to the Executive of the Scottish Department who had expressed agreement (see *C. & D.*, August 12, p. 162). It was accordingly recommended for adoption and implementation as from June 1962. Replying to a question as to the effect of the arrangement upon the Society's control of the examination MR. C. W. MAPLETHORPE said that the position remained unchanged. It was intended that in each school where an internal examination was to be held the senior teacher in each subject concerned would draw up the paper. The paper would be submitted to the chairman of the appropriate panel of examiners in England and the corresponding examiner in Scotland. If the two examiners approved the paper, the paper could then be set. After the examination had been held the existing procedure for marking papers would be followed. It was intended at the present time that only Part I of the examination should be held internally. There were complications in regard to Parts II and III but there was no doubt that in two or three years' time, when some experience had been gained of the internal examination for Part I, the matter would be raised again regarding Parts II and III.

It was reported that the Society had been invited to submit evidence to the Committee on Higher Education appointed by the Prime Minister "to consider the long-term development of full-time higher education in this country."

Intermediate Examination

MR. MAPLETHORPE said that there were fifty students registered before March 1, 1958, and twelve had now passed the intermediate examination and would be in a position to commence the last two-year course in September 1961. The reports on the last Intermediate examination were received and it was noted that some candidates had failed to satisfy the examiners. The Committee had noted the position of the remaining students who would be unable to begin the last two-year Qualifying course in September 1961. The Committee recommended that such students should be advised to comply with the current examination regulations by passing the required subjects at advanced level. He thought some publicity should be given to the position because long notice had been given of the ending of the two-year course. It was unlikely that some of those affected would ever satisfy the requirements because they had been trying for many years, some from as far back as 1954.

It was reported that a small group of members of Florida State Pharmaceutical Association would be visiting London in August and would like some British colleagues to meet them for cocktails and exchange of views. It was recommended that a reply should be sent expressing appreciation of the invitation but suggesting the Society should be the host and that the function should be held in the Society's House on August 29.

It was recommended that no objection should be taken to a proposal of the Plymouth Branch to reproduce the Society's coat of arms on a wine goblet which they were presenting

to the city for the restored Guildhall. The goblet would also bear the city arms.

It was reported that the arrangements had been worked out for a one-day symposium on clinical trials to be held at the School of Pharmacy, University of London, in April 1962.

The Establishment and Organisation Committee received the following resolution from the Reading branch:

"The Branch, while noting with pleasure the provision of lounge facilities at the Society's House, suggests that the logical progression from this point would be to provide restaurant and bar facilities."

In submitting the resolution the Branch stated that "It was felt that such provision would encourage more members to use the facilities of the Society's House and indirectly help in unifying the outlook of members by providing opportunities for meeting throughout the year." It was recommended that the matter should be considered in due course in the light of the use made by members of the lounge facilities that were in course of preparation.

Arising out of consideration of resolutions dealing with organisation in pharmacy at the Branch Representatives' meeting during May, it was recommended that the following bodies should be invited to send representatives to a meeting to consider forming a co-ordinating committee of pharmaceutical organisations to discuss matters of common interest with a view to common action: Association of the British Pharmaceutical Industry, Company Chemists' Association, Co-operative Union, Guild of Public Pharmacists and National Pharmaceutical Union.

The Publications Committee had considered the effect of a new wage agreement in the printing industry which it was expected would increase costs in the printing of the Society's journal, and of the recently imposed increased postal charges. It was recommended that the subscription rates for the journal, which had not been altered since 1952, should be raised from £3 3s. to £5 as from January 1, 1962.

The committee also considered the cost of producing the Index of New Products and recommended that the annual charge should be increased from £2 2s. to £3 and that the charge for sets of available back cards should be increased from £4 4s. to £5 as from January 1, 1962.

It was recommended that the following should be co-opted members of the Public Services Committee for the year: Messrs. T. Driscoll, E. J. Fitchett, S. Powson, and W. G. Smith.

Concerning the Society's attitude towards the claim recently made for improved terms of service for chemists, it was recommended that subject to consultation with the officers of the Central N.H.S. (Chemist Contractors) Committee a letter explaining the Society's position should be sent to all Pharmaceutical Committees.

THE SECRETARY AND REGISTRAR reported upon the present position regarding negotiations with the Minister of Health on the procedure to be followed when articles of a "retail" value of less than 2s. were prescribed.

Public Relations

The Public Services Committee had considered the *People* article entitled "Don't Swallow This One," published on July 30, and recommended taking the matter up with the newspaper and approaching the British Medical Association concerning any policy it might have towards newspapers publishing articles purporting to be written by medical practitioners. The recommendations were adopted.

It was reported that during June the Society's inspectors had visited the premises (A and B) of 848 authorised sellers of poisons and fifty-two drug store proprietors. Agents visited 375 drug store proprietors, grocers and similar

traders' establishments. Thirty-one cases of alleged infringements of the Pharmacy Acts were considered and appropriate action was taken to deal with them.

It was recommended that the report of the Committee on the General Practice of Pharmacy should be received on the understanding that it would be the subject of discussion at a Professional Session at the British Pharmaceutical Conference in September and subsequently submitted for discussion by the Branches before being considered by the Council. The recommendation was adopted.

It was reported that the members approached to serve on the proposed Committee on Professional Fees had agreed to do so with the exception of Mr. D. E. Sparshott, who had declined. It was decided to invite Mr. R. C. M. Dickson in his place.

In connection with the Joint Committee on the Assay of Crude Drugs that had been established by the Society for Analytical Chemistry and the Society in 1956, it was recommended that a grant of £500 for three years should be made towards the secretarial expenses involved.

PVC for Shop Fittings . . . Its uses in the "pure" state and as laminates

By W. E. MARTIN, B.Sc.

LOW cost, high resistance to the attack from a great variety of chemicals, resistance to abrasion and a low fire risk are important properties in any kind of constructional work. That combination is held uniquely by polyvinyl chloride base materials, giving them many uses in shopfitting and building construction. Polyvinyl chloride (PVC) has been known commercially since the late 1930's. Since that time it has grown to become one of the plastics industry's highest tonnage materials. The most widespread of all thermoplastic products, it may be described as the "work horse" of the plastics industry. Those points are worth making to emphasise the wide acceptance of a product for such a great variety of uses and to illustrate the fact that it is no longer a "new" material.

Addition of Plasticisers

In its undiluted form PVC is a hard rigid substance. With modern techniques it may be produced in the form of sheeting of as low as 0·001 in. thick to as high as 6 in. It may also be extruded into a whole range of profiles. The more familiar form of PVC product, however, is flexible. It is obtained by the addition to the basic polymer of specific softening agents (plasticisers). All of them high-molecular-weight substances, some confer special properties on the final flexible sheet. Certain plasticisers are more resistant to chemical attack than others; some have low odour; some are non-toxic, and so on. The more of the plasticiser that is added to the mix, the more flexible becomes the sheet. Plasticisers are less resistant to the attack of chemicals than the PVC itself, so that, for maximum resistance to chemical attack, the unplasticised version is always used.

Flexible sheet is available in a large number of colours and surface effects, including printing of a high order, generally by the use of special inks that attack the PVC surface. If necessary, the print may be protected by an overlay film of transparent PVC material. Sheet may thus be made to simulate

any desired effect, including wood grains and fabrics. The rigid sheeting may be moulded to complex shapes by simple processes, and is widely used in shopfitting for making display stands.

Pharmacies demand special properties in surface coverings for fittings. Resistance to a variety of chemicals is necessary, especially in the dispensary. Most applications will call for a fairly "clinical" even white appearance that is easy to keep clean. Almost certainly there will be no need to change the colour scheme from year to year, and a good white will last many years. Apart from colour, the surface of the shelving and uprights must not be easily abraded away, must not chip, and should have a reasonably high coefficient of sliding friction between the surface and the items to be displayed. Additional to those requirements is the overall desire to keep fire risks to a minimum. PVC sheeting can meet all those needs, either as loose sheeting, which may be applied to existing surfaces, or laminated to a variety of substrates from which shelving and partitioning may be fabricated.

Flexible PVC is generally unattacked by dilute acids at room temperature. It withstands prolonged contact at room temperature with fatty acids up to about 5 per cent. concentration; with hydrochloric acid up to 30 per cent. concentration; with nitric acid up to 45 per cent. concentration; with phosphoric acid up to 75 per cent. concentration; and with sulphuric acid up to 75 per cent. concentration.

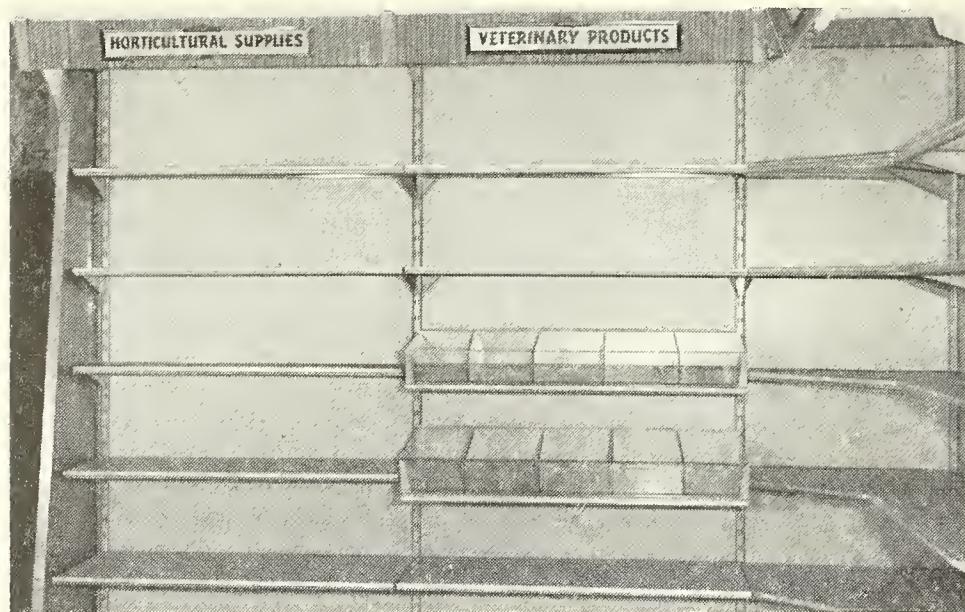
Table I gives a general picture of the resistance of a proprietary product, Velbex, flexible PVC (BX Plastics, Ltd.), to a variety of chemical materials, but it should be noted that PVC of any kind is open to attack by certain solvents, notably ketones.

Costs

The price of flexible PVC sheeting lies approximately in the range of 3s. to 5s. per lb. In terms of sq. ft. the film 0·010 in. thick costs between threepence and fivepence per sq. ft. That, of course, is for the unbacked flexible sheet. There is an appreciable additional charge for the laminating pro-



A corner of a pharmacy fitted in PVC coated steel (Sales Master Shopfitting, Ltd., Birkenhead).



A prefabricated shelving unit in wood grain Stelvete (Sales Master Shopfitting, Ltd., Birkenhead).

cess, but even so, laminating materials ready for use range from approximately 1s. 6d. per sq. ft. on to hardboard, to 2s. to 2s. 6d. per sq. ft. on to steel.

The resistance of flexible PVC to general abrasion is high—a property difficult to measure in the laboratory, but indicated by figures in Table II.

Unplasticised PVC does not support combustion, and lightly plasticised PVC materials such as are used for laminating to hardboard and steel also come into this general class. For instance, Stelvete, a lightly plasticised PVC material adhered to steel, passes Class I in the Fire Officers' laboratory tests for spread-on-flame.

Laminates

Though it is possible to apply PVC sheeting to existing shelving by do-it-yourself methods, the result is not too satisfactory, as adhesives are difficult to handle in large areas, and it is comparatively easy to end up with a rather messy looking job. However, flexible PVC may be bonded under factory conditions to a whole variety of base materials. Already available on the market are laminates to steel, aluminium, hardboard, partition board, plasterboard and plywood. The bond is invariably satisfactory for general use, and with steel and aluminium is high enough to withstand drastic forming operations.

In general, the lamination is achieved by first coating the board with an adhesive layer, then drying off the solvent, heating the coated board until the adhesive is properly tacky, and applying in continuous style a film of the appropriate PVC. PVC steel (Stelvete) is already used in considerable quantities for the manufacture of partitioning and shelving. A special reason for using the material is the great strength that may be achieved for shelving compared with any other material. Wood, for instance, though aesthetically pleasing, tends to bow if the shelves are heavily loaded, and it can be demonstrated that

a non-bowing steel shelf can, with PVC, be made much more cheaply than in any other material. It is common to print PVC with a wood grain effect, so that the shelving looks like wood.

Another reason for using this type of product is the ease of erection of the prefabricated parts. One manufacturer of shop fittings claims, for instance, that the average installation time for a shop is eight hours. Another aspect, at first not obvious, is that the laminates, by virtue of their low volume and good strength, enable rather more merchandise to be displayed in a given selling area.

It is difficult to make comparisons between the various laminate materials available. Clearly steel laminates are best where high strength is required. On the other hand, for filling in large areas that carry little load, the cheaper products may well prove satisfactory. In some cases, coated aluminium may be thought more desirable than steel, especially if the total weight of the installation is a vital factor.

PVC itself withstands sterilising temperatures for a few minutes, and when bonded to both steel and aluminium behaves perfectly satisfactorily. The bond to other non-metallic substrates is, however, considerably weakened by such action.

The following table summarises the effect on Velvex of various materials at room temperature (about 25° C.). L means "limited application"; NS is "not satisfactory"; S is "satisfactory":

TABLE I: RESISTANCE TO CHEMICALS

SUBSTANCE	AT 25° C
Acetic acid (5 per cent.)	S
Acetaldehyde	NS
Acetone	NS
Aluminium chloride	S
Alums	S
Ammonium chloride	S
Aniline	NS
Benzene	NS
Bleaching liquors	S

Boric acid	...	...	...	S
Brine	...	...	...	S
Butane gas	...	...	...	S
Calcium chloride	..	...	...	S
Carbon dioxide	...	...	...	S
Carbon disulphide	...	...	...	NS
Carbon tetrachloride	...	...	...	NS
Cresols	...	...	...	NS
Cyclohexanone	...	...	...	NS
Ethyl acetate	...	...	...	NS
Ethyl alcohol	...	...	...	L
Ethyl lactate	...	...	...	NS
Ethylene glycol	...	...	...	L
Ethylene dibromide	...	...	...	NS
Ferris chloride	...	...	...	L
Formaldehyde	...	...	...	S
Freon	...	...	...	NS
Glycerin	...	...	...	L
Hydrochloric acid (dilute)	...	...	...	S
Hydrochloric acid (33 per cent.)	...	...	...	L
Iodine	...	...	...	L
Lactic acid	...	...	...	L
Magnesium chloride	...	...	...	S
Nitric acid (dilute)	...	...	...	S
Nitrobenzene	...	...	...	NS
Oxalic acid	...	...	...	S
Photographic developers and fixers	...	...	...	S
Sodium hypochlorite	...	...	...	S
Sulphuric acid (dilute)	...	...	...	S
Toluene	...	...	...	NS
Trichlorethylene	...	...	...	NS
Turpentine	...	...	...	L
Urea	...	...	...	S
Xylene	...	...	...	NS

TABLE II: ABRASION RESISTANCE Mgm./1,000 revs.

MATERIAL	Mgm./1,000 revs.
Oak veneer on plywood	152
Hardboard	142
Linoleum (high grade)	115
Melamine faced board 1	34
2	36
Stelvete Grey	28
White	19
Steel blue	21
Soft black rubber	22

Taber abrasion test using CS.17 F wheels with 500-gm. load.

MATERIALS AND MAINTENANCE

Plastic Finishes.—The Plasinter Co., Ltd., Progress Works, Holyhead Road, Wednesbury, Staffs, offer a comprehensive range of plastic finishes. Their service includes the application of plastic coatings to articles or equipment having a specialised use where requirements are not normally production runs.

"Improved" Paper Towel.—Jeyes Sales, Ltd., River Road, Barking, Essex, have launched a paper towel which they claim has a greater absorbency than its predecessor and is unusually strong in use. The towel, which has also a more attractive appearance, and a softer feel, is stated not to fluff and to have a greater strength when wet than when dry. Yet its price is no greater than that of the one it replaces.

Fabulous Four



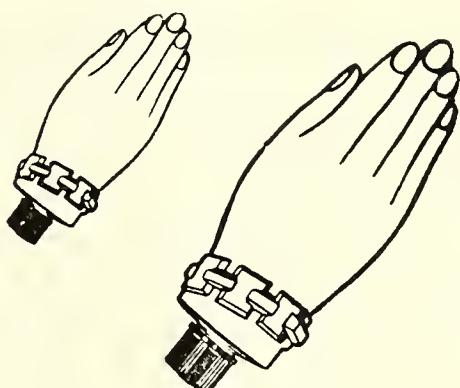
Linc-o-Lin Beer Shampoo sets and highlights the hair in one easy application without setting lotion and without offensive beer odour. Linc-o-Lin Beer Shampoo brings out the natural colour and tone of the hair. Obtainable in four fascinating Beer type packs :

Box of 6 'Magnum' packs (each containing over 20 shampoos) 16/8 plus 4/7 P. Tax (Retail 4/11 each)
 Box of 3 doz. single sachets 16/8 plus 4/7 P. Tax (Retail 10/1 d. each)
 Box of 3 doz. Twin Packs (two shampoos—"His" and "Hers") 23/4 plus 6/5 P. Tax (Retail 1/2 each)
 Box of 1 doz. Baby Barrels (each containing four shampoos) 15/- plus 4/1 P. Tax (Retail 2/6 each)



Linc-o-Lin Universal Hair Treatment—the unique hair conditioner. Linc-o-Lin Universal Hair Treatment stops dangerous breaking and splitting, restores elasticity, helps prevent dandruff and reconditions dry, overbleached and overpermed hair. This is the all purpose hair conditioner your customers need.

Box of 1 doz. 2 oz. bottles. 15/- plus 8/3 P. Tax (Retail 2/9 each)



Linc-o-Lin Hand Cream—Instant results are obtained after only one application of this amazing hand cream. Linc-o-Lin Hand Cream is demanded by women everywhere—they love its delightful perfume and instant action, and what an attractive pack.

Box of 1 doz. 4 oz. packs. £1/10/0 plus 16/6 P. Tax (Retail 5/6 ea.)
 Box of 3 doz. 1 oz. packs. £1/6/8 plus 14/8 P. Tax (Retail 1/9 ea.)
 Box of 1 doz. 4 oz. refills. 18/4 plus 10/1 P. Tax (Retail 3/11 ea.)



Linc-o-Lin Hair Do—the plastic set that overshadows and outdates lacquer. Stock up with fabulous Linc-o-Lin Hair Do in the Aerosol pack. Hair Do controls the hair leaving it delicately perfumed and soft to the touch.

Box of ½ doz. containers. £1/3/0 plus 12/8 P. Tax (Retail 7/11 ea.)

Linc-o-Lin

PRODUCTS

Obtainable from your usual
wholesalers or direct from
the manufacturers

LINCOLN CHEMICALS LIMITED

Administrative Offices: 14a NEW BROADWAY, EALING, W.5.

Telephone: EALing 8841 (3 lines)

All Export Enquiries to:

FRANCIS CHAPMAN, SONS & DEEKES LTD., Ramillies Buildings, Hill's Place, Oxford Street, London, W.I.

SO MANY
OF YOUR
CUSTOMERS
SUFFER
FROM
VARICOSE VEINS

ADVISE THEM TO WEAR

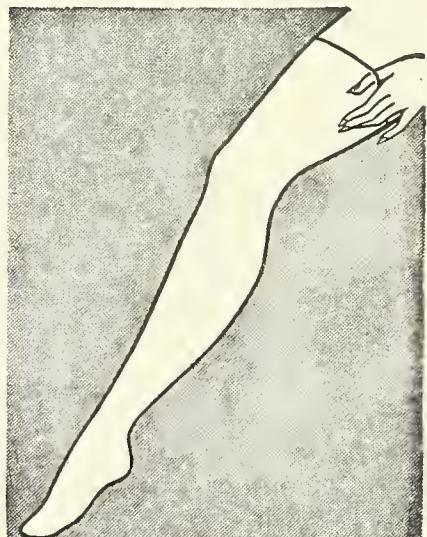
Lastonet

This is really *sound* advice—Lastonet stockings are of the coolest, firmest and most comfortable elastic net imaginable and are made to measure.

STANDARD ELASTIC NET STOCKINGS

They are available within 3-5 days from receipt of your order and can be supplied against prescription under the N.H.S.

**LASTONET PRODUCTS LTD.
CARN-BREA CORNWALL**



TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, AUGUST 16: A generally inactive tone characterised the markets during the week; no price changes in PHARMACEUTICAL CHEMICALS were advised.

Among CRUDE DRUGS shipment prices of CASCARA peel were a little firmer at 250s. Increased prices were reported for Portuguese ERGOT following reports from origin of small crops. There was a fall in the quotations for CARDAMOMS. Aleppy greens were 12s. 6d. spot, whilst new crop was offered at 10s. 9d. c.i.f. Ample supplies of new crop BUCHU were available at 4s. 1d. per lb., shipment 3s. 8½d. Old crop QUILLAIA reported finished, new crop Ceylon January-April shipment 1962, 190s. cwt.

In ESSENTIAL OILS there were few minor price changes. Another fall was reported in the price of LEMONGRASS, spot being 17s. whilst the August-September shipment continued at 16s., c.i.f. Ceylon CITRONELLA was quoted at 6s. 3d.

Pharmaceutical Chemicals

ACETIC ACID.—B.P. glacial, minimum terms, £97 per ton naked; technical 80 per cent., £77; pure, 80 per cent., £83. Carboys and demijohns are £21 per ton extra.

CHLOROFORM.—1-cwt. lots in winchesters, 3s. 4½d. per lb.; 56-lb., 3s. 6d. In drums, 3s. 2d. and 3s. 2½d. per lb., respectively.

DIHYDROXYACETONE.—For contracts of 1,000 kilos, £4 per kilo.

DIPHENAN.—(Per lb.), 55s. 3d. (56-lb.), to 63s. (1-lb.).

EMETINE.—One-kilo lots. HYDROCHLORIDE, 8,642s. per kilo.

EPHEDRINE.—ALKALOID nominally 6s. 6d. per oz., SULPHATE, 4s. and HYDROCHLORIDE, 3s. 3d. per oz.

ERGOMETRINE.—MALEATE, B.P., 270s. per gm.

ETHER.—Per lb. in winchesters: TECHNICAL, B.S.S., and SOLVENT, 5-cwt., 2s. 7d.; (4s. 1d. per litre). In drums the price is 2s. 2d. per lb. ANAESTHETIC, B.P., 5-cwt., 3s. 6d.; 10-cwt., 3s.

GLYCERIN.—Chemically pure B.P. (s.g. 1.2627):—

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
	s. d.	s. d.	s. d.	s. d.
TANK WAGONS				
10-14 tons	216 0	—	—	—
5-10 tons	217 6	219 6	—	—
DRUMS				
10 cwt.	220 0	222 0	225 0	231 0
5 cwt.	220 0	222 0	225 0	231 0
2½ cwt.	222 6	224 6	227 6	233 6
1 cwt.	224 0	226 0	229 0	235 0
TINS				
56 lb.	239 6	241 6	246 6	255 0
28 lb.	245 0	247 0	252 0	260 6
14 lb.	251 0	253 0	258 0	266 6

Delivery of less than 1 cwt. charged 7s. 6d. extra. Drums charged and returnable. Technical grade glycerin s.g. 1.2627 is 5s. per cwt. less than above.

GLYCRRHETINIC ACID.—Per oz., 60s.

HEXAMINE.—B.P., 1s. 11½d. per lb. for 1-ton lots, delivered in 1-cwt. kegs. Technical is threepence per lb. less.

HYDROCHLORIC ACID.—B.P., 50s. per cwt. in carboys.

HYDROCYANIC ACID.—Dilute B.P.C., from 3s. 2d. to 4s. per litre, as to quantity; Scheels from 3s. 10d. to 4s. 9d.

HYDROQUINONE.—One-cwt. lots, 10s.; 1-ton, 8s. 6d. per lb.

HYPOPHOSPHITES.—Per lb.:—

	7 lb.	28 lb.	1 cwt.
	s. d.	s. d.	s. d.
CALCIUM, B.P.C.	6 9	6 4	5 11
IRON, B.P.C.	13 9	13 3	12 9
MAGNESIUM	11 6	11 1	10 8
MANGANESE, B.P.C.	13 11	13 5	12 11
POTASSIUM, B.P.C.	9 3	8 10	8 5
SODIUM, B.P.C.	7 7	7 2	6 9

ISOPRENALE.—One-kilo lots, 390s. per kilo.

MAGNESIUM CHLORIDE.—One-cwt. 1s. 10d. per lb., 5-cwt., 1s. 7d.

MAGNESIUM DIHYDROGEN PHOSPHATE.—One-cwt. drums, 4s. per lb.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt. lots, 3s. 7d. per lb.; 1-ton, 3s. 2d. per lb.

MAGNESIUM OXIDE, B.P.—LIGHT, 1-cwt. lots, 3s. 2d. per lb.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. (1-cwt.).

MAGNESIUM SULPHATE.—B.P. in minimum 1-ton lots varies between £19 5s. and £25 per ton according to size of crystal and manufacturer. Exsiccated, £52 per ton. All ex works.

MAGNESIUM TRISILICATE.—(Per lb.). In 28-lb. packages:—28-lb., 4s. 9½d.; 1-cwt. 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MANDELIC ACID.—One-cwt. lots, 12s. 6d. per lb. CALCIUM SALT also 12s. 6d. SODIUM MANDELATE, 13s. and AMMONIUM MANDELATE 50 per cent. solution, 7s. 6d.

OXALIC ACID.—Manufacturers' rates for 1-ton lots £128 10s. per ton, delivered in free kegs.

PANCREATIN.—B.P., 21s. per kilo for 25-kilo lots.

PARACETAMOL.—Minimum 10-cwt., 11s. per lb.

PARAFFINS.—Prices to wholesale distributors are:—Liquid: HEAVY, B.P., £107 per ton; LIGHT, B.P., £88 17s. 6d.; Technical White oils, £80 7s. 6d. for the LIGHT and £93 17s. 6d. for the MEDIUM. All in 40-50 gall. returnable loaned drums, delivered U.K. Soft: Best grades WHITE, medium consistency, £116 15s. per ton and soft consistency, £113 7s. 6d. Yellow, £94 10s. Other grades (all B.P.) at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

PARALDEHYDE.—B.P. in 12-winchester lots, 2s. 10d. per lb. (6s. 3d. kilo); 10-gall. carboys, 2s. 4d.

PENICILLIN.—SODIUM, POTASSIUM or PROCAINE, 7d. per mega unit.

PHENACETIN.—B.P. one-ton lots, 6s. 3d. per lb.; 1-cwt., 6s. 6d.

PHENOLPHTHALEIN.—One-cwt. 9s. per lb.

PHOLCODINE.—8-oz. lots, 95s. 9d. per oz.

PHOSPHORIC ACIDS.—B.P. (s.g. 1.750) is from 1s. 4d. to 1s. 8d. per lb. as to quantity. B.P. 1914, 1s. 2d. to 1s. 6d. per lb. HYPOPHOSPHOROUS, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb. as to quantity; drums, 7s. per lb.; 50 per cent. acid in drums, 8s. 9d. per lb.

PHYSOSTIGMINE.—Per gm.: ALKALOID, 14s. 8d. (5-gm. lots); SALICYLATE, 10s. and SULPHATE, 12s. 7d. (25-gm. lots); NITRATE, 1s. 1½d. (500-gm.).

POTASH SULPHURATED.—Lump, B.P.C., 2s. 9d. per lb. in 1-cwt. lots.

POTASSIUM ACETATE.—(Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder,

110s. per cwt. 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE.—In 5-cwt. lots, 5s. 3d. per lb.

POTASSIUM CARBONATE.—One-cwt. kegs, 2s. 3d. per lb.

POTASSIUM CHLORATE.—One-cwt. cases, 2s. 6d. per lb.

POTASSIUM HYDROXIDE.—B.P. sticks are from 6s. 8d. per lb. and pellets, 4s. 6d.; technical flake, 1s. 10d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE.—1 kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM METABISULPHITE.—One-cwt. kegs, 170s.

POTASSIUM NITRATE.—Pharmacopœial quality, 100s. per cwt. (crystals or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE.—Scarce, B.P. in 1-cwt. lots, 2s. 0½d. per lb. Technical, 214s. per cwt.; 1-ton lots, 203s. per cwt.

POTASSIUM QUADROXALATE.—One-cwt., 3s. 6d. per lb.

POTASSIUM SULPHATE.—B.P. 1949, one-cwt. lots, 1s. 2d. per lb.

POTASSIUM THIOCYANATE.—One-cwt., 5s. 6d. per lb.

PROGESTERONE.—Price is 1s. 6d. per gm.

PYROGALLIC ACID.—One-cwt., pure crystals, 24s. 6d. per lb.; resublimed 26s. 6d.

RESORCINOL.—One-cwt. lots, 12s. 4d. per lb.

ROCHELLE SALT.—Powder or granulated, 5-cwt. lots or over in kegs, 220s. per cwt.; 1-cwt. 222s. 6d. (bags less 5s.).

SALICYLIC ACID.—One-cwt., 3s. 2½d. per lb.; 5-cwt., 3s. 2½d. per lb.

SALOL.—B.P.C., 9s. per lb. (1-cwt. lots).

SODIUM ACETATE.—B.P.C., one cwt., 2s. 1d. per lb.

SODIUM ACID PHOSPHATE.—B.P.C., one-cwt. kegs, 2s. 9d. per lb.

SODIUM BENZOATE.—One-ton lots, 2s. 7½d. per lb.; 1-cwt., 2s. 9½d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags, £18 per ton for 8-ton lots.

SODIUM BROMATE.—One-cwt., 9s. 9d. per lb.

SODIUM CARBONATE.—B.P.C. exsiccated, 70s. per cwt.; 5-cwt., 65s. per cwt.

SODIUM CHLORIDE.—B.P., 37s. 4d. per cwt. in sacks.

SODIUM FLUORIDE.—B.P.C. 1934, one-cwt. kegs, 3s. 6d. per lb.

SODIUM HYDROXIDE.—FLAKE 1-cwt. drums, 55s. cwt.; STICKS, 14-lb. tins, 115s.

SODIUM METABISULPHITE.—Granular, 1-cwt. lots, ninepence per lb.

SODIUM NITRITE.—B.P.C. One-cwt. kegs, 2s. 7d. per lb.

SODIUM PERBORATE.—(Per ton) £145 15s. in 1-cwt. kegs; £138 5s. in 1-cwt. bags for B.P.C. (minimum 10 per cent. available oxygen). PERBORATE MONOHYDRATE testing 15 per cent. available oxygen is £309 15s.; TETRAHYDRATE, from £131 15s. to £139 5s. per ton as to packing.

SODIUM SALICYLATE.—One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt., 4s.

SODIUM SULPHATE.—B.P. from £22 per ton as to crystal. B.P. exsiccated, about £54 per ton.

SODIUM SULPHIDE.—In 1-ton lots: Solid, £38 2s. 6d.; broken, £39 2s. 6d.; flake, £40 12s. 6d.; crystals, £29 10s.

SODIUM THIOSULPHATE.—Photographic crystals in paper-lined bags, £38 per ton.

Crude Drugs

BALSAMS.—Per lb.: CANADA: To arrive, 20s. landed. COPAIBA: Spot scarce at 10s., duty paid. PERU: Spot, 8s. 9d. in bond. TOLU (genuine as imported), 30s. to 32s. 6d.; B.P., from 12s. to 17s. 6d. as to analysis.

BELLADONNA.—LEAVES, 1s. 6d. per lb., spot. Dutch for shipment (t.a. not quoted) 2s., c.i.f. ROOT, 0·65 per cent., 1s. 9d. per lb., spot.

BUCHU.—Spot new crop, 4s. 1d. per lb.; shipment, 3s. 8½d., c.i.f.

CALABAR BEANS.—Spot, 2s. 3d. per lb.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPHOR.—B.P. powder, 3s. 10½d. per lb. in bond.

CAPSICUMS.—Chinese, on stalk, 150s., per cwt., duty paid; Ethiopian, 150s.

CARDAMOMS.—Aleppy greens, 13s. 6d. per lb., spot; shipment, 11s. 6d., c.i.f.

CASCARA.—Spot, 1960 peel, 250s. to 265s. per cwt. as to holder; 1961 peel, for shipment, 250s., c.i.f.

CASSIA.—*Fistula*, 105s. per cwt.; *ligneosa* (whole), for shipment, 240s., c.i.f.

CHAMOMILE.—Belgian, 6s. 6d. to 7s. 6d. per lb. as to quality; Hungarian type, 6s. 6d.

CHERRY BARK.—Thin natural, 2s. per lb.

CHILLIES.—Nigerian, 185s. per cwt. Mombasa, 350s.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 2d.; 3 O's, 4s. 9½d.; O, 4s. 6½d.; quillings, 3s. 3½d.; featherings, 1s. 6½d.

CLOVES.—Zanzibar spot, 2s. 10d. per lb.; shipment, 2s. 7½d., c.i.f.

COCHINEAL.—Black-brilliant, 10s. 6d. per lb., spot; Peruvian silver-grey, 4s. 6d.

COCILLANA.—Bark, 2s. per lb., spot; 1s. 8d., c.i.f.

COLOCYNTH PULP.—Spot, 2s. to 2s. 6d. per lb. as to quality.

DIGITALIS.—*Purpurea* for shipment, old crop, 11d.; new crop, 2s. 4d. per lb., c.i.f.

ELEMI.—Spot, 2s. 1d. per lb. Shipment, 1s. 11d., c.i.f.

ERGOT.—Portuguese 11s. per lb., c.i.f., for prompt shipment; spot, 8s.

FENNEL.—Spanish sweet, spot, 10s. per lb.

FRANGULA.—Spot, 87s. 6d. per cwt.

GENTIAN.—Spot, French, 150s. per cwt.

GINGER.—(Per cwt.) African, spot, 225s.; new crop for shipment, 200s. per cwt., c.i.f. Jamaican No. 3, spot, 240s. Cochin, shipment, 145s., c.i.f.: spot, 150s.

GUM ACACIA.—Kordofan cleaned sorts, 142s. 6d. per cwt., spot; new crop, August-September shipment, 128s., c.i.f.

HENNA.—Indian, spot, 87s. 6d. per cwt.; shipment, 62s. 6d., c.i.f.

HONEY.—Australian light amber, 102s. 6d. to 107s. 6d. per cwt. and medium amber, 96s. to 98s. Argentine, 112s. to 115s. Jamaican, 115s. to 120s.; Canadian clover, 145s. to 150s., all ex warehouse.

IPECACUANHA.—For shipment, c.i.f., per lb. Costa Rican, 68s. 6d.; Matto Grosso, 51s.; Colombian, 49s. 6d. to 51s. Spot: Matto Grosso, 53s. 6d.; Colombian, 54s.

JUNIPER BERRIES.—Italian, 100s. per cwt.; German, 120s.

KARAYA.—No. 1 gum, spot 300s. per cwt.; No. 2, 235s.

KOLA NUTS.—Jamaican for shipment, 7d. per lb., c.i.f. African, 5½d. spot and 4d., c.i.f.

LANOLIN.—ANHYDROUS B.P. is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS B.P., 150s., free drums, delivered.

LEMON PEEL.—Spot, 2s. 9d. per lb.

LINSEED.—Whole, 70s. to 75s. per cwt.; crushed, 105s.

LOBELIA HERB.—American spot, 8s. 9d. per lb. Dutch not offering.

LYCOPODIUM.—Indian 13s. per lb., spot, Russian not quoted.

MACE.—Whole pale blade, 22s. per lb., spot.

MENTHOL.—Chinese: spot, 65s. per lb., duty paid; shipment, afloat, 52s. 6d., c.i.f. Brazilian, 46s. 6d., in bond, shipment, 45s., c.i.f. (September-October), Formosan, 49s., in bond; shipment, 47s. 9d., c.i.f.

MERCURY.—About £63 per flask of 76-lb.

NUTMEGS.—West Indian 80's 12s. per lb., spot: sound unassorted, 8s. 9d.; defectives, 6s. 6d.

NUX VOMICA.—Shipment (per cwt.), Cochinchina 70s., c.i.f.; Madras, 65s., c.i.f.

ORANGE PEEL.—Spot: Sweet ribbon 1s. 10d. per lb.; bitter quarters: West Indian 11d.; Spanish, 1s.; bitter ribbon, 1s. 3d.

ORRIS ROOT.—Florentine, 335s. per cwt.

PAPAIN.—Tanganyikan, grade one, 20s. per lb., c.i.f., nominal. Ceylon brown, 18s. 6d., c.i.f.

PEPPER.—White Sarawak, spot, 3s. 5½d. per lb.; shipment, 3s. 4½d., c.i.f. Black Sarawak, spot, 3s. 3d.; shipment, 2s. 11½d., c.i.f. Black Malabar, 400s. per cwt. spot nominal and 375s., c.i.f.

PEPPERMINT.—Dutch whole leaves, 3s. per lb., c.i.f.

PIMENTO.—Spot, 560s., cwt.; shipment, 500s., f.o.b.

PODOPHYLLUM.—*Emodi* nominal; *Peltatum*, 435s. per cwt.

PYRETHRUM.—Extract, minimum 25 per cent. w/w pyrethrins, 75s. per lb. for small lots.

QUILLAIA.—Old crop reported finished. New crop quotations from origin, January-April 1962 shipment, 190s. cwt.

RHUBARB.—Chinese small rounds from 5s. 6d. to 6s. 9d. per lb. on the spot.

SAFFRON.—Mancha selecta, 140s. per lb., spot.

SARSAPARILLA.—Jamaican native red spot, 2s. 6d. per lb.; shipment, 2s. 1d., c.i.f.

SEEDS.—(Per cwt.). ANISE.—Egyptian, 190s., duty paid. CARAWAY.—Dutch, 142s. 6d., duty paid. CELERY.—Indian nominal at 210s. spot; shipment 187s. 6d., c.i.f. CORIANDER.—Moroccan, 130s., duty paid. Indian bold, 105s. Shipment, Moroccan, 115s., and Indian bold, 90s., c.i.f.

CUMIN.—Indian, 175s., spot; Iranian, 160s., duty paid; shipment, Iranian 130s., c.i.f. DILL.—Indian, 100s. spot; shipment, 88s., c.i.f. FENNEL.—Indian, 105s.; shipment, 95s., c.i.f. FENUGREEK.—Moroccan, 97s. 6d., duty paid; shipment, 79s., c.i.f.

MUSTARD.—English, 60s. to 80s. according to quality.

SENEGA.—Spot 19s. 6d. per lb.; shipment, 17s. 6d., c.i.f.

SHELLAC.—F.O.T.N., 200s. per cwt.; No. 1, 220s.; F.O., 235s. to 285s. spot.

SLIPPERY ELM.—Bark, 3s. 6d. lb. landed value.

SQUILL.—White 75s. to 85s. per cwt. spot, as to holder.

STRAMONIUM.—Indian LEAVES 60s. per cwt. spot. Dutch 0·5 per cent. alkaloid, 93s., c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 22s. 3d.; 1-cwt., 22s. 6d.; 56-lb., 22s. 9d.; small quantities, 23s.

WAXES.—(Per cwt.). BEES'.—Dar-es-Salaam, spot, 455s.; shipment, 415s., c.i.f. Abyssinian, 375s. in bond; shipment, 370s., c.i.f. Sudanese, spot, 415s.; shipment, 370s., c.i.f. CANDELILLA, spot, 465s. CARNAUBA, fatty grey, spot, 460s.; shipment, 455s., c.i.f.; prime yellow, spot, 700s. quoted; shipment, 670s., c.i.f.

Essential and Expressed Oils

ALMOND.—Moroccan, 66s. per lb., duty paid.

AMBER.—Rectified on the spot, 1s. 6d. per lb.

ARACHIS.—Spot, 2-5 tons lots naked ex mill, £153 per ton.

BAY.—West Indian short on the spot, prices nominal.

CARDAMOM.—From 375s. per lb. for English-distilled and 260s. for imported.

CASSIA.—Short with prices nominal.

CASTOR.—Home produced B.P. oil, spot, £160 per ton naked ex mill (2-ton lots).

CHENOPodium.—B.P.C., oil 8s. per lb. on the spot.

CINNAMON.—From quillings, best English-distilled is 650s. per lb.; other B.P. oils from 85s. per lb. Ceylon leaf, forward shipment, 11s. 4½d.; Seychelles, 7s., spot.

CITRONELLA.—Ceylon, spot, 6s. 3d.; shipment, 5s. 10d. per lb. c.i.f. Formosan, spot, 7s. 2d., in bond; shipment, 6s. 10d., c.i.f.

CLOVE.—Madagascar leaf, spot, 7s. 6d. per lb., duty paid; shipment, 6s. 10d., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil, English, B.P., 27s. for 1-cwt. lots.

COD-LIVER.—B.P. is 11s. 6d. per gall. including charged returnable drums. Veterinary is from 9s. 6d. per gall. Delivered terms, 25-stone lots.

CORIANDER.—B.P. oil, 52s. 6d. per lb., spot.

CUBEBS.—Small spot supplies of imported are 65s. per lb.; English, 90s.

CUMIN.—Imported oil, 90s. per lb.; English-distilled, 85s.

DILL.—Imported, 38s. 6d. per lb., spot.

EUCALYPTUS.—Spanish, 3s. to 3s. 6d. per lb. spot. Chinese, 3s. 3d., all duty paid.

GERANIUM.—Bourbon, 95s. to 100s. per lb. on the spot: Algerian, 95s. to 105s.

GINGER.—Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid.

GRAPEFRUIT.—Florida, 18s. per lb.

JUNIPER.—B.P.C. 1949 oil is from 10s. per lb. on the spot, English-distilled, 150s. JUNIPER WOOD, from 5s.

LAVENDER.—French from 20s. to 50s. per lb. as to quality.

LAVENDER SPIKE.—Spanish, 10s. 6d. per lb. for original drums.

LAVANDIN.—Spot from 7s. per lb. for original drums.

LEMONGRASS.—Spot, 17s.; August-September shipment, 16s., c.i.f.

PALMAROSA.—Spot, 37s. 6d. per lb.; shipment, 36s., c.i.f.

PATCHOULI.—Penang is 39s., duty paid and 33s., c.i.f., per lb.

PENNYROYAL.—Spot is firm at 20s. per lb., duty paid.

PETITGRAIN.—Paraguay, 18s. 6d. per lb., spot; shipment, 17s. 6d., c.i.f.

PINE.—*Pumiliois* 32s. per lb.; *sylvestris*, 9s., *abietis*, 15s.

SAGE.—Spanish, 8s. per lb., Dalmatian, 23s.

TANGERINE.—From 35s. to 40s. per lb. as to quality.

UNITED STATES REPORT

NEW YORK, August 15: Brazilian MENTHOL advanced to \$7·35 a lb., or 20 cents higher. CRUDE DRUGS were mostly quiet. TOLU balsam was 10 cents higher at \$5·25 a lb. and SENECA root 20 cents lower at \$2·65. Higher per lb. among ESSENTIAL OILS were Turkish GERANIUM oil at \$5·75, up 75 cents; CELERY oil at \$13·00, up 50 cents; and extra grade RED THYME oil at \$3·60, up 15 cents. Lower per lb. was BAY oil at £4·00, down 25 cents.

PRINT AND PUBLICITY

DISPLAY MATERIAL

THE SCHOLL MANUFACTURING CO., LTD., 182 St. John Street, London, E.C.1; Free Scholl display stands for elastic hosiery.

TRUFOOD, LTD., 113 Newington Causeway, London, S.E.1: Revised edition of "Cradle Days," the Trufood booklet for mothers, for distribution by the chemist to customers.

PRESS ADVERTISING

THE CANNON RUBBER MANUFACTURERS, LTD., Ashley Road, London, N.17: Modern anti-colic teats. In national Press, women's magazines, baby publications, *Radio Times*, *TV Times*.

G. COSTA & CO., LTD., Staffordshire Street, London, S.E.15: Instant Postum. In national Press.

CUXSON, GERRARD & CO., LTD., Oldbury, Birmingham: Aidex. In *Woman*, *Reader's Digest*.

EASIPOWER APPLIANCES, LTD., 30 High Street, Southampton: Dreamland electric blankets. In *Sunday Express*, *People*, *Sunday Pictorial*, *Sunday Telegraph*, *Woman*.

GOLDEN, LTD., 7 Grosvenor Street, London, W.1: Color-Glo. In *Woman*, *Woman's Own*, *Woman's Realm*, *Woman and Beauty*, *She*, *Everywoman*, *Honey*, *Modern Woman*, *Woman's Mirror*, *Daily Mirror*, *Sunday Pictorial*.

MARIE HOLLAND, LTD., 17 Oxenden Street, London, S.W.1: Milk pack, Seaweed pack, Foam bath. In *Woman and Beauty*, *Woman's Journal*, *Honey*, *She*, *Woman's Mirror*.

ROBINSON & SONS, LTD., Wheat Bridge Mills, Chesterfield: Paddi and Paddi-pads. In women's magazines.

JANE SEYMOUR, LTD., Church Street, Amersham, Bucks: Corvette range of products. In national Press until Christmas.

PUBLICATIONS

Booklets and Leaflets

CYANAMID INTERNATIONAL, 30 Rockefeller Plaza, New York, N.Y., U.S.A. "This is Cyanamid." Pp. 36.

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester, 23: "Obstetrics in General Practice"—special issue of the North-west England Faculty Journal of the College of General Practitioners. Pp. 64.

GLAXO LABORATORIES, LTD., Greenford, Middlesex: "The Glaxo Volume." No. 22, Pp. 48.

POLYPENCO, LTD., 68 Tewin Road, Welwyn Garden City, Herts: Fluorosint TFE resin—a new PTFE base resin available in moulded parts. Pp. 4; Nylaflow flexible pressure hose. Pp. 6; Nylatron GS filled nylon and Nylon 66 plus molybdenum disulphide. Pp. 4.

WATSON & SONS (ELECTRO-MEDICAL), LTD., Industrial division, East Lane, Wembley, Middlesex: "Gamma Irradiation in Canada" (published by Atomic Energy of Canada, Ltd.); details of Canadian Gammacell irradiation units for laboratory experiments with cobalt 60.

Periodicals

CIBA LABORATORIES, LTD., Horsham, Sussex: *CIBA Journal*, No. 18, Pp. 54.

FISHER SCIENTIFIC CO., 711 Forbes Avenue, Pittsburgh, Penn., U.S.A.: *The Laboratory*. Vol. 29, No. 3, Pp. 28.

IMPERIAL CHEMICAL INDUSTRIES, LTD., Imperial



PRESENTING A PRODUCT WITH A NEW-FOUND USE: SUN 'n' WIND, the all-weather protection cream introduced by Lenthalic, Ltd., 17 Bond Street, London, W.1 (see *C. & D.*, June 24, p. 643) was later found to be a first-class foundation base, either with or without a tinted cream over it. For showing the product on the retailer's counter the manufacturers have produced the display piece here illustrated.

Chemical House, Millbank, London, S.W.1: *ICI Magazine*, No. 296, August, Pp. 32.

KODAK, LTD., Kingsway, London, W.C.2: *Kodak Dealer News*, August, Pp. 6.

WILLIAM MASON & SON, LTD., Gelderd Road, Leeds, 12: *Shop*, July, Pp. 14.

Medical Propaganda

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists.

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester, 23: "Anturam . . . the most potent uricosuric agent to date," "Hygroton . . . the continuing therapeutic control of cardiac oedema," "Tofranil . . . fundamental in the treatment of depression in general practice" (4-p. folders).

MAY & BAKER, LTD., Dagenham, Essex: "Established throughout the world . . . Streptotriad in bacillary dysentery," "Topical therapy . . . Anthical, Anthisan, Phenergan, Brulidine" (4-p. folders); "Your next patient suffering from nausea and vomiting may be helped with Lar-gacil" (blotter).

PHARMETHICALS (LONDON), LTD. (Schering, A.G., Berlin, Germany), Victoria Way, Burgess Hill, Sussex: "Leucorrhœa? Try Flurymal first," "Scheriproct ointment . . . pruritis ani et vulvae, anal fissures, suppositories . . . haemorrhoids, proctitis" (blotters).

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.1: "Gantrisin in eye infections," "He needs your help . . . Librium," "Marplan in rheumatoid arthritis" (4-p. folders); "Children's infections . . . Madribon" (10-p. booklet); "Skin infections . . . Madribon" (8-p. booklet); "Madribon syrup . . . new addition to the Madribon range" (2-p. leaflet); "Malnutrition amongst the elderly" — diets, reasons for malnutrition, signs and symptoms, effects of vitamin deficiency, treatment (8-p. booklet); "Have the vitamins had it? No" (40-p. booklet).

FOR SELF-SELECTION: Appreciating the importance of self-selection and self-service in connection with sanitary products, S. Maw, Son & Sons, LTD., Barnet, Herts, have introduced a new transparent bubble pack for their range of sanitary belts. The packs ensure hygienic display and provide maximum visibility without the need for removal of the product from its pack.

WILLS

MR. E. V. ABRAHAM, M.P.S., 39 Vicarage Gardens, Scunthorpe, Lincs, left £28,911 (£28,747 net).

MR. W. H. PARRY, M.P.S., Preswylfa, Garth Road, Bangor, Caerns, left £31,716 (£31,627 net).

MR. A. H. PENNEY, F.P.S., The Pharmacy, Fore Street, Chulmleigh, Devon, left £9,054 (£8,716 net).

MR. F. TRICE, M.P.S., 78 Hearnville Road, Balham, London, S.W.12, left £7,705 (£7,001 net).

MR. D. E. VAUGHAN, M.P.S., Hy-Brasail, Penisaf Avenue, Towyn, Abergele, Denbighs, left £8,440 (£7,986 net).

MR. A. L. WOOD, M.P.S., 7 Gresford Avenue, Prenton, Birkenhead, Ches, left £3,191 (£3,121 net).

MR. F. W. H. WOODINGS, M.P.S., 24 Ambergate Road, Liverpool, 19, Lancs, left £5,392 (£5,299 net).

TELEVISION

Figures in the columns represent number of appearances of the product during the week.

	August 27 to September 2	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster	Westward
Aidex ..	..	—	1	1	—	1	—	—	—	—	—
Alka-Seltzer ..	..	8	14	7	5	4	5	1	3	3	3
Amami ..	..	2	2	4	6	—	—	3	3	5	—
Anadin ..	..	5	4	4	6	3	5	5	—	—	3
Andrews liver salt ..	4	1	3	1	3	2	3	3	3	3	3
Andrex ..	..	3	3	3	3	—	4	3	—	—	—
Askit powders ..	—	—	—	—	12	—	—	—	—	—	—
Bisodol ..	..	—	—	1	4	—	—	—	—	—	—
Body Mist ..	..	—	3	3	1	1	3	—	1	—	—
Bristow Shampoo ..	1	1	1	—	—	—	—	1	—	1	—
Brylcreem ..	..	2	1	3	5	4	2	1	2	3	3
Cooper's aerosols ..	—	—	—	1	—	—	—	—	—	—	—
Cuticura ..	..	—	—	1	—	—	—	—	—	—	—
Delrosa ..	..	—	—	—	—	—	3	—	1	—	—
Delsey ..	..	3	2	1	—	4	4	—	3	—	4
Domestos ..	..	1	—	—	—	—	—	—	—	—	—
Dorant ..	—	—	—	—	—	—	—	1	—	—	—
mouthwash ..	—	—	—	—	—	—	—	—	—	—	—
Eno's fruit salt ..	2	2	2	2	2	2	2	2	2	2	2
Euthymol ..	..	1	1	1	1	1	1	1	1	4	2
Ex-Lax ..	..	2	—	—	—	—	—	—	—	—	—
Hiltone ..	..	—	—	3	4	—	—	3	—	—	—
Immac ..	..	1	—	1	2	1	—	—	2	1	—
Kleenex ..	..	—	—	—	—	—	—	—	1	—	—
Lanospray ..	..	2	2	2	2	2	2	—	1	3	—
Macleans tooth- ..	—	—	—	—	—	—	—	1	—	—	—
paste ..	..	9	2	4	8	6	8	4	3	4	3
Margo's products ..	—	—	—	—	—	—	—	—	5	—	—
Milk of Magnesia ..	—	—	—	1	1	1	3	1	—	—	—
tablets ..	—	—	3	2	3	3	3	—	—	—	—
One-two spray ..	—	—	—	—	—	4	—	—	—	—	—
Pretty Quick ..	—	—	—	6	—	—	—	—	—	—	—
Rennies ..	..	4	2	3	2	1	4	2	3	—	3
Rinstead pastilles ..	1	2	1	—	—	2	1	1	1	—	—
Schick shavers ..	1	1	—	—	—	—	—	—	—	—	—
Sebbix ..	..	—	1	1	1	1	1	1	1	1	1
Silvikrin pure ..	..	2	—	—	—	—	—	—	—	—	—
hair cream ..	3	3	2	2	2	2	2	—	2	1	—
shampoo ..	3	2	1	4	2	4	1	2	2	5	—
Span shampoo ..	4	—	—	—	—	6	—	—	—	—	—
Unic shavers ..	..	—	1	2	—	—	—	—	—	—	—
Valderma ..	..	2	2	1	1	—	3	1	1	—	—
Valpeda ..	..	1	—	2	—	—	—	—	—	—	—
Vect "O" ..	..	3	1	1	—	—	—	—	—	—	—
Vosene ..	..	2	1	—	1	1	1	—	—	—	—
Winspray ..	..	—	2	—	—	—	—	—	—	—	—

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Sunday, August 20

OLDHAM BRANCH, PHARMACEUTICAL SOCIETY, at Alexandra Park, at 1.30 p.m. Motor treasure hunt.

Advance Information

ELECTRONIC COMPUTER EXHIBITION, National hall, Olympia, London, W.14, October 3-12.

Self-service trays are available that fit the existing Sanella towel stands. The trays are divided into four compartments to take the full range. Individual packs are marked with retail price. Slide-in price tickets are supplied for the merchandiser trays.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED
From the "Official Journal (Patents),"
August 10

Coated medicaments. Smith Kline & French Laboratories. 878,126.

Penicillins. Beecham Research Laboratories, Ltd. 878,233.

Sulphonamide of the pyridazine series and process for its manufacture. CIBA, Ltd. 878,388.

Dipiperidyl-alkanes. CIBA, Ltd. 878,059.

Thiocarhamoylhydrazines. Imperial Chemical Industries. 878,177.

1-o-tolyloxyethyl-4-phenylpiperidine. British Drug Houses, Ltd. 878,284.

Polysaccharide material from saccafra plants and process for obtaining it. CIBA, Ltd. 878,430.

Therapeutic compositions containing sulphonamides. Cassella Farbwerke Mainkur, A.G. 878,432.

Acetic acid esters. CIBA, Ltd. 878,167.

Steroids and the manufacture thereof. Upjohn Co. 878,069.

Pharmaceutical coating compositions. Rohm & Haas, G.m.b.H. 878,234.

Spasmyolytic basis esters. Lepetit, S.p.A. 878,274.

Process for the production of citric acid by fermentation. Kyowa Hakko Kagyo Kabushiki Kaisha. 878,151.

Process for the production of itaconic acid by fermentation. Kyowa Hakko Kogyo Kabushiki Kaisha. 878,152.

Quinoline derivatives and the manufacture thereof. Wellcome Foundation, Ltd. 878,461.

Process for selective extraction of nitrates from aqueous nitrate-sulphate solutions. Rohm & Haas Co. 878,244.

Borazole compounds and method of preparing same. American Cyanamid Co. 878,417.

Method of making 3-methylpyridazine. Borchert, P. J. 878,091.

Process for producing cyclohexanol and cyclohexanone. Inventa Aktiengesellschaft für Forschung und Patentverwertung. 878,066.

Substituted quinones. Farbenfabriken Bayer, A.G. 878,262.

6-methyl steroids. British Drug Houses, Ltd. 878,391.

Dispensing devices. United Drug & Chemical Co. (Midland), Ltd. 878,409.

Pyridazine derivatives and a method of preparing same. Österreichische Stickstoffwerke, A.G. 878,259.

Nematicidal composition containing a chlorinated ethene compound. Farbwerke Hoechst, A.G. 878,434.

British patent specifications are obtainable (price 3s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2.

TRADE MARKS

APPLICATIONS ADVERTISED
BEFORE REGISTRATION

From the "Trade Marks Journal," August 2

For non-medicated toilet preparations, cosmetic preparations and preparations for the hair (3)

IGORELL, 819,370, by Hans Schwarzkopf, Hamburg-Altona, Germany.

For non-medicated toilet preparations, cosmetic preparations and perfumes (3)

BINAFIX, 819,869, by CIBA, Ltd., Basle, Switzerland.

For feline enteritis vaccines (5)

FEV, 810,902, by Hoechst Pharmaceuticals, Ltd., Slough, Bucks.

For pharmaceutical preparations and substances, all containing antihistamine drugs (5)

ACTIPHYLL, 815,951, by Wellcome Foundation, Ltd., London, N.W.1.

For pharmaceutical preparations (5)

MENUTIL, 811,886, by Richardson-Merrell, Inc., New York, U.S.A. PENTRAN, 815,042, by Armour & Co., Chicago, Illinois, U.S.A.

SALVIZOL, 815,930, by Ravensberg, G.m.b.H., Zurich 11/50, Switzerland. PERIDECA, 817,221, by Merck & Co., Inc., Rahway, New Jersey, U.S.A. ULCEX, 818,082, by Meggeson & Co., Ltd., London, S.E.16. LIBRIMID, 819,429, by Roche Products, Ltd., Welwyn Garden City, Herts. BEXTASOL, 819,599, by Glaxo Laboratories, Ltd., Greenford, Middlesex. MILLIONAIRESS, 820,149, by Physico-Chemical Processes, Ltd., London, N.W.11.

EXTIL, 820,709, NUXINUM, 820,711, UFORAN, 820,713, by Duncan, Flockhart & Co., Ltd., Edinburgh, 11.

For disinfectants containing pine extracts, all for export except to the Irish Republic (5)

Device with words SANPIC GOLDEN PINE, 816,184, by Reckitt, Colman, Chiswick (Overseas), Ltd., Hull, Yorks.

For disinfectants, insecticides and deodorants, all for export except to the Irish Republic (5)

Device with word HAZE, B816,187, by Reckitt, Colman, Chiswick (Overseas), Ltd., Hull, Yorks.

For pharmaceutical preparations and substances (5)

SOFRACORT, 816,365, by Les Laboratoires Français de Chimiothérapie, S.A., Paris 7e, France. DEWIT, DEWITT, 818,222-23, by E. C. De Witt & Co., Ltd., Croydon, Surrey. NOCUTIL, 820,399, by Farbwerke Hoechst A.G. vormals Meister Lucius & Brüning, Frankfurt on Main-Hoechst, Germany.

For pharmaceutical and veterinary preparations and substances (5)

TETRALYSAL, 818,008, by Carlo Erba, S.p.A., Milan, Italy.

For insecticides, fungicides and weedkilling preparations (5)

DIDICOL, 818,879, by Plant Protection, Ltd., London, S.W.1.

For preparations for protecting and preserving plants; insecticides, fungicides and vermin destroying preparations, weedkilling preparations, moth repelling and destroying preparations, insect repelling preparations for human and veterinary use, and disinfectants (5)

GESAGARD, 819,953, by J. R. Geigy, S.A. (J. R. Geigy, A.G.), Frankfort on Main-Hoechst, Germany.

For deodorants (5)

DEOMATIC, 820,964, by J. & E. Atkinson, Ltd., London, W.1.

For photographic and cinematographic instruments, apparatus and utensils, and parts and fittings (9)

FLEXOMAT, 803,321, REFLEXOMAT, 803,324, by Photopia, Ltd., Newcastle, Staffs.

For photographic copying apparatus (9)

MASTERFAX, B796,331, by Ditto Inc., Chicago, 45, Illinois, U.S.A.

For combs and brushes (other than paint brushes); bottles for scent, glass bowls, glass bulbs being containers, perfume burners, and household ceramics; perfume sprayers, perfume vaporisers; nail polishers, shaving pots, powder puffs, powder sprayers (toilet), powder blowers (toilet), shampooing syringes, shaving brushes, etc. (21)

MONA LISA, 816,242, by Fredk. Lehmann Co., Ltd., London, N.W.1.

From the "Trade Marks Journal," August 9

For all goods for use in photographic fixing processes (1)

UNIFIX, B812,716, by Kodak, Ltd., London, W.C.2.

For all goods for use in diagnostic tests (1)

CAL-U-TEST, 814,229, by Ortho Pharmaceutical Corporation, Raritan, New Jersey, U.S.A.

For chemical products and chemical reagents, for use in scientific research (1)

PRONAL, 815,903, by May & Baker, Ltd., Dagenham, Essex.

For all goods (1)

EMPICRYL, 820,234, by Marchon Products, Ltd., London, W.1.

For detergents and degreasing preparations none being for use in industrial processes (3)

GENSOL, 813,008, by Wickham Industrial Equipment, Ltd., London, E.C.2.

For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps and essential oils, all being goods for export from the United Kingdom other than for export to the Irish Republic and the Channel Islands (3)

STIMULIN, 807,028, by Chesebrough-Pond's Inc., New Yorks, U.S.A.

For all goods (3)

PLATO, B818,171, by Lever Brothers, Port Sunlight, Ltd., Port Sunlight, Ches.

For preparations for treatment of the hair, and non-medicated toilet preparations for application to the skin (3)

ALBERTO VO5, B818,207, by Alberto-Culver Worldwide, Ltd., Nassau, Bahamas.

For preparations of glucose, minerals and vitamins, for use as nutritional additives to animal foodstuffs, and being in the form of blocks (5)

Device, 795,553, by Walter Gregory & Co., Ltd., Wellington, Somerset.

For pharmaceutical preparations containing a derivative of tetracycline (5)

VELACYCLINE, 803,659, by E. R. Squibb & Sons, Ltd., London, W.1.

For all goods (5)

SUSTAPAX, 810,142, by Firest Laboratories, Inc., Brooklyn, 16, New York, U.S.A. Device with letter G, B811,244, by Glaxo Laboratories, Ltd., Greenford, Middlesex. CALNUTRIN, 816,235, by Calmic, Ltd., Crewe, Ches.

For veterinary and sanitary substances, and dental wax (5)

KAMPA, B814,518, by Skip Co., Ltd., Bridgend, Glam.

For pharmaceutical preparations for human and veterinary use, consisting of or containing hydrazides (5)

TRESCAZIDE, 814,822, by May & Baker, Ltd., Dagenham, Essex.

For pharmaceutical, veterinary and sanitary substances, all being preparations of penicillin (5)

RARIPEN, 815,421, by Lovens Kemiske Fabriks Handelsaktieselskab, Ballerup, nr. Copenhagen, Denmark.

For antibiotics, antibiotic preparations and preparations containing antibiotics, all for veterinary purposes (5)

FRAMOMYCIN, 815,985, by Crookes Laboratories, Ltd., London, N.W.10.

For medicines and medicated foods for dogs and cats; insecticides and disinfectants (5)

SHERLEY-VITES, 816,507, by Ashe Laboratories, Ltd., Leatherhead, Surrey.

For pharmaceutical preparations for use in the treatment of rheumatism (5)

RHEUMACTIN, 817,253, by Lewis & Burrows (Manufacturing Chemists), Ltd., London, S.W.2.

For pharmaceutical preparations and substances, all in tablet form (5)

TAB-A-TAB, 818,304, by Fitz Hugh & Carr, Keyworth, Nottingham.

For medical and surgical dressings and material prepared for bandaging and dressing wounds, all in the form of pads or incorporating pads (5)

TUBIPAD, 818,604, by Seton Products, Ltd., Oldham, Lancs.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

RUST PREVENTIVES. An experimental survey of. *J. Appl. Chem.*, July.

TASTE AND FLAVOUR. The Chemistry of. *New Scientist*, August 10.

GUANETHIDINE AND HYDROCHLOROTHIAZINE in the treatment of hypertension. *Lancet*, August 12.

DEPOT-METHYLPREDNISOLONE for subconjunctival and retrobulbar injection. *Lancet*, August 12.

CARCINO-CHEMOTHERAPY. New developments in. *Brit. med. J.*, August 12.

GUANETHIDINE in treatment of hypertension. *Brit. med. J.*, August 12.

METHOSERPIDINE. *Brit. med. J.*, August 12.

AXENIC CULTIVATION of entamoeba histolytica. *Brit. med. J.*, August 12.

LIGNINS. Biochemical research on. *Science*, August 12.

HYDROFLUMETHIAZIDE and MERALLURIDE. Comparison of. *J. Amer. med. Ass.*, July 29.

CHLORDIAZEPoxide-HCl. Ineffectiveness of, in epilepsy. *J. Amer. med. Ass.*, July 29.

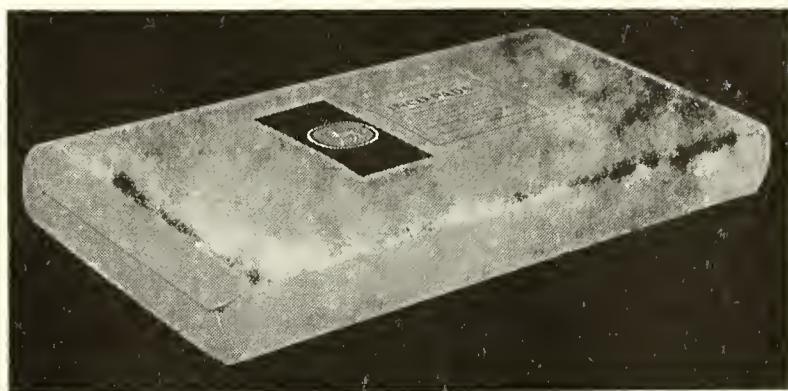
FOOT-ROT. Field trials of a method for the eradication of. *Vet. Rec.*, August 12.

PROTEIN SYNTHESIS. Evidence for a new enzyme connected with. *Nature*, August 12.

GIBBERELLIN-LIKE substances in plants. *Nature*, August 12.

PYRIDINE DERIVATIVES with anthelmintic activity. *Nature*, August 12.

ETHYLENE GLYCOL MONOMETHYL ETHER, a new fixative for histological work. *Nature*, August 12.



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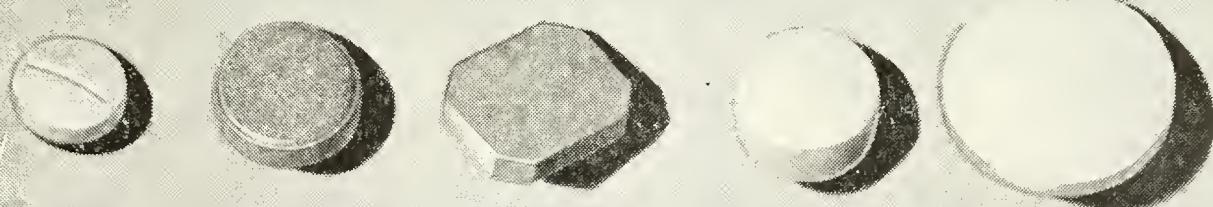
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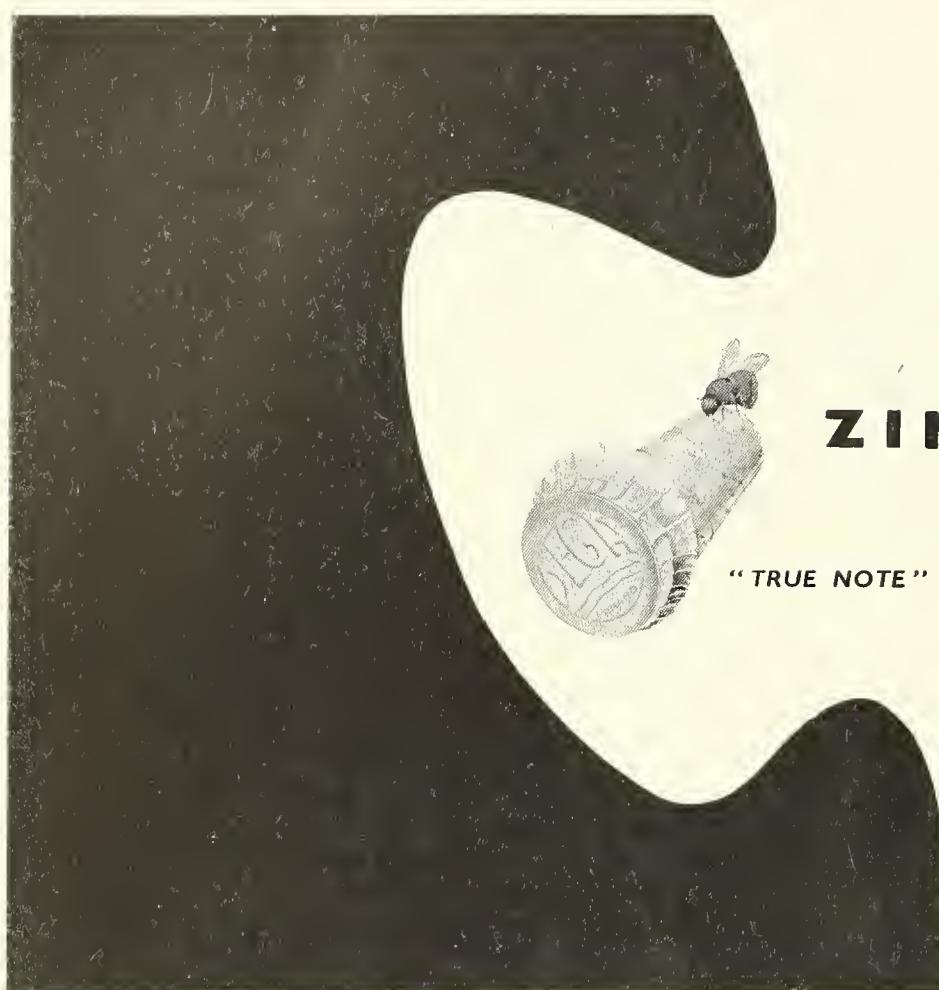
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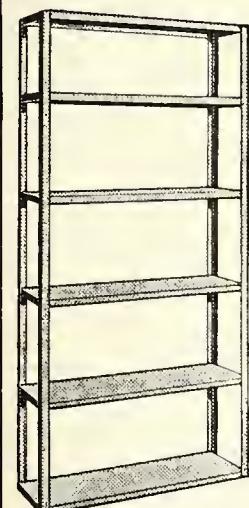
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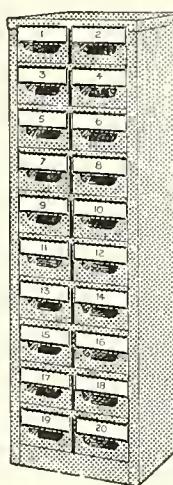
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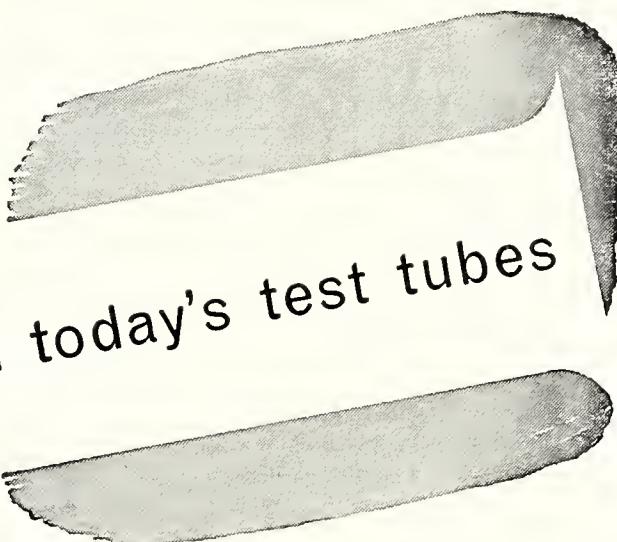


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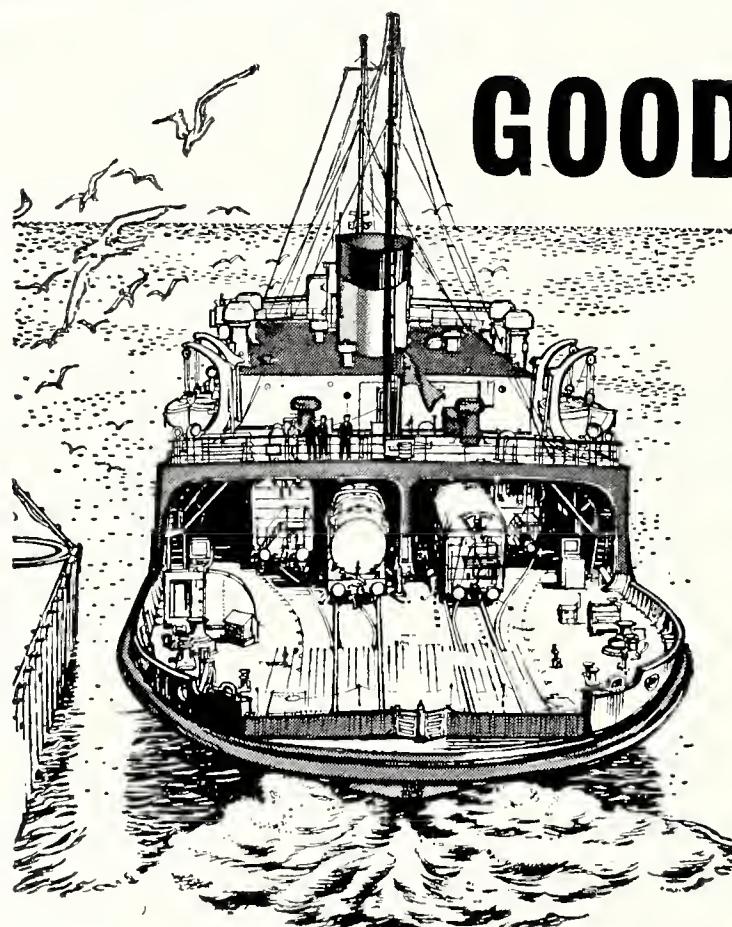
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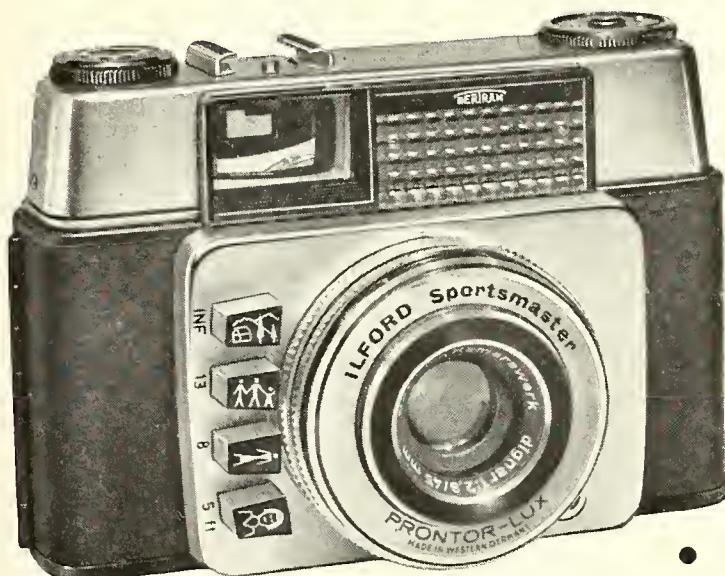
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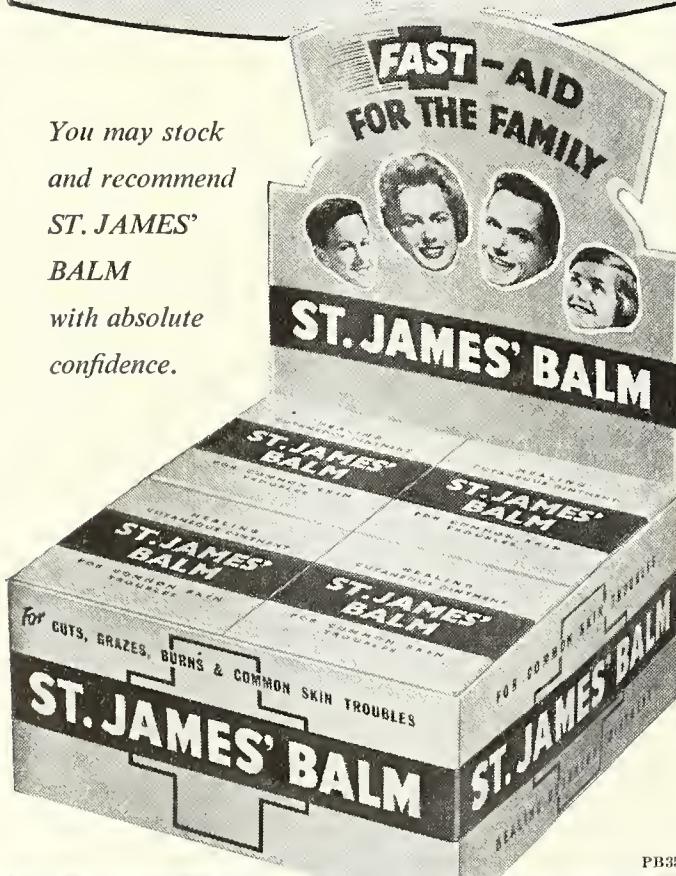
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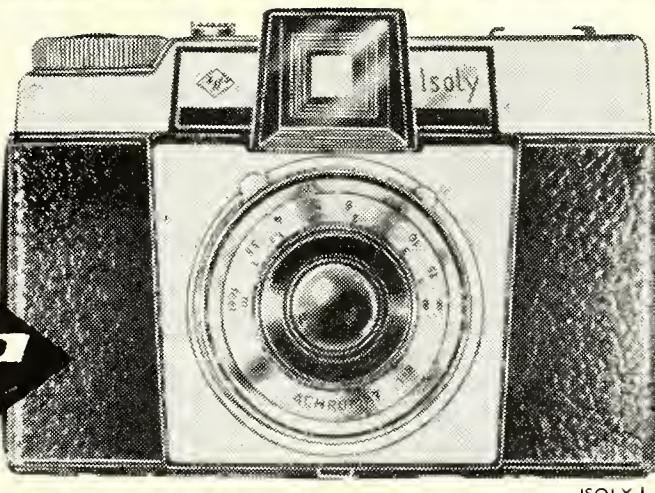
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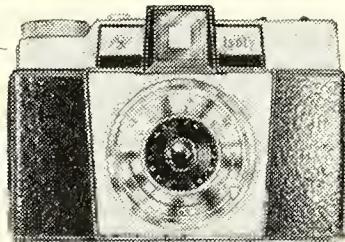
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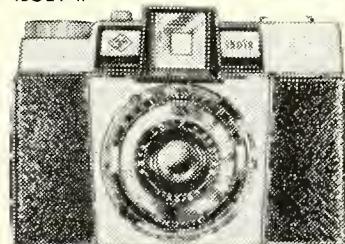
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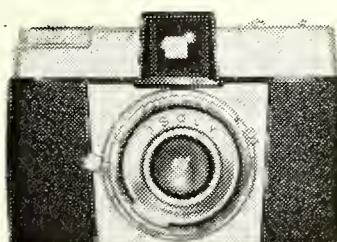
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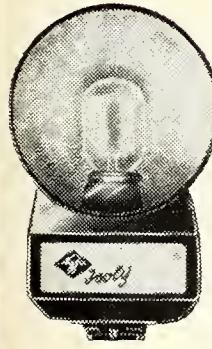
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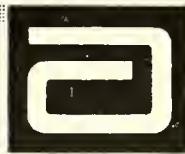
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We want:—Men with personality, tact and initiative 25-40 years of age with a scientific background or experience as medical representative. Our latest expansion programme calls for ten such men for areas in England, Scotland and Wales.

Why not drop us a line, in strict confidence of course, giving us your background and asking any question you wish answered.

Write to:—

Peter Hairsnape,

ASTRA-HEWLETT LTD.,

King George's Avenue,

Watford, Herts

C 6798

REPRESENTATIVES REQUIRED by Warrick Brothers Limited, makers of nationally advertised Rinstead Pastilles, for South-west England, to live in the Bristol or Bournemouth area, and industrial Midlands and Eastern Counties, to live in the Coventry, Leicester area. Sound selling record will be main consideration but some experience of trade and area preferred. Large existing connection and ample scope for development. Good income from salary and commission. Car provided. Full expenses paid.

Replies in confidence to Managing Director, 24 Wharf Road, London, N.1.

C 6804

REPRESENTATIVES REQUIRED by well-established manufacturing and wholesale chemists. Excellent opportunity for men with proven ability calling on retail chemists, South Yorkshire, North Notts and Derbyshire areas to be covered. Remuneration by salary. Car or car allowance and pension scheme. Applications in confidence with details of career to date and present salary, to Managing Director, Box C 4048.

WORKS LABORATORY

Appointment of two pharmaceutical analysts to undertake quality control analyses. Modern laboratory and excellent working conditions. Five-day week, dining facilities. These are interesting appointments. Apply: Chief Chemist, Box C 4039.

AGENTS WANTED

EXCLUSIVE French perfume showing generous "mark-up," require stockists all areas. Box C 4037.

SURGICAL DRESSINGS manufacturers, whose discounts to retail are unbeatable, require representative calling on chemists, London areas, to offer their products as an additional line. Remuneration: commission and part expenses. Velcot, Ltd., Mornington Street, Manchester, 13. C 4049

SITUATIONS WANTED

GENTLEMAN returning to Copperbelt, Northern Rhodesia, in September, willing to represent company interested in copper mining and other industries. Write Box C 4021.

PHARMACIST, 35, widely experienced, including retail, hospital, and manufacturing, seeks interesting and progressive administrative/executive type position in industry, or possibly wholesale. Anything of similar nature considered. Southern England preferred. Box C 4034.

RETAIL (HOME)

UNQUALIFIED ASSISTANT, senior, male, requires one week from August 26th to September 8th, seaside or holiday resort. 14 years' experience, apprenticed, expert special offer and sales. At present engaged metallurgical analysis. Good references. McDermott, 5 Hazel Grove, Stourbridge, Worcs. C 4036

WHOLESALE

REPRESENTATIVE, established connection wholesale, retail, chemists, factories, etc., Berks, Bucks, Oxon, office telephone, car, retaining salary, commission, car allowance basis. R. W. Phillips, "Chelwood," Wharf Lane, Bourne End, Bucks. C 4046

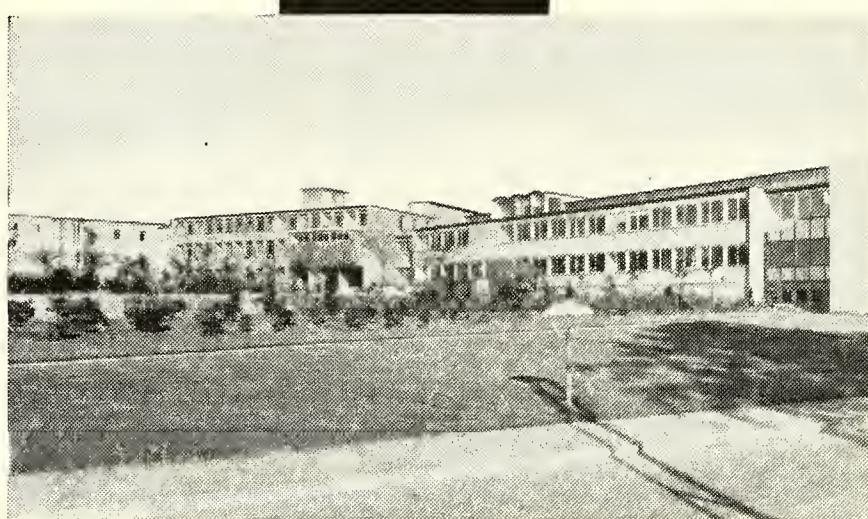
A CAREER IN



The buildings in the picture are devoted entirely to pharmaceutical research and here some 450 I.C.I. men and women are engaged in a search for new drugs that will contribute to the health and well-being of mankind.

It is essential that the fruits of their labours are presented to the medical profession by men who not only have the necessary technical knowledge but also bring with them qualities of integrity in keeping with the standards of the medical profession itself.

If you are looking for a satisfying career in a Company that believes in proper rewards for merit and loyalty and you consider that you have the qualities and technical knowledge to join our team of Medical Representatives, you should write giving brief details of your background and experience to:



Full details of working conditions and the Company's Pension and Profit Sharing Schemes will be given to those candidates selected to attend for interviews.

**The Personnel Manager/M, Imperial Chemical Industries Limited,
Templar House, 81-87 High Holborn, London, W.C.1.**

C 6770

SCHERING A.G. BERLIN

Medical Representatives

Our young and progressive subsidiary wishes to enlarge its Sales Force in various parts of the United Kingdom later this year. Apart from a good salary, expenses, a non-contributory pension scheme and a car, we offer you a range of interesting preparations which can be truly regarded as a contribution to medicine. Extensive and most modern research laboratories take care that our high reputation among the medical profession is maintained now and in the future.

We expect in return, hard work, personal initiative and eagerness to learn. A number of our preparations will have to be discussed on consultant level hence a pharmaceutical or medical background is necessary. Detailing experience preferable though not essential as a thorough training course will be given.

Applicants between 23 and 40 should write in confidence enclosing photograph and giving full details to :

The Sales Director, Pharmethicals (London) Ltd., Victoria Way, Burgess Hill, Sussex.

C 6796

Situations Wanted—Continued

TABLET COATER, experienced all types, whites and colours, capable of responsibility, seeks change, aged 48. London. Box C 4041.

AGENCIES WANTED

IRISH AGENT for London firm in Dublin open to carry other chemical lines, buying agent or commission. Box C 4042.

WELL ESTABLISHED REPRESENTATIVE with excellent connection chemists, wholesalers, and co-operative societies in the Four Northern Counties requires one or two first-class agencies or would consider direct representation. Box C 4047.

WANTED

SHOP STOCKS, manufacturers' stocks, job and clearing lines bought for cash. M. Myers, 79 The High, Streatham High Road, London, S.W.16. Streatham 3562. C 4030

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

URGENTLY required for cash, chemists' surplus stocks, bulk or part, particularly toilets, cosmetics, sundries, discontinued manufacturers' lines welcomed. Films, photographic equipment, sunglasses, binoculars, electric razors, Christmas coffrets and fancy goods, etc. Write immediately to Reginald Loftus, 263 Portswood Road, Southampton. Tel.: 54757. C 521

TENDERS**LANCASHIRE COUNTY COUNCIL**

Tenders are invited for the supply of the following commodities to County Council Establishments:—

1. Hard Soap
2. Carbolic Soap
3. Toilet Soap
4. Disinfectant
5. Soda Crystals
6. Soap Flakes
7. Lavatory Cleaner
8. Scouring Powder
9. Soft soap
10. Liquid Soap
11. Bleach

Forms and conditions of tender from the Chief Education Officer, P.O. Box 61, County Hall, Preston. Tenders to be returned to the Clerk of the County Council, P.O. Box 78, County Hall, Preston, by 4th September, 1961.

C 6803

FOR SALE

FOR SALE: 250 gross new 3-oz. hair cream jars. Very attractive jars, 22/- per gross. Albro single bench vacuum filling machine, excellent condition, £40. Box C 4045.

MISCELLANEOUS SALES

OFFERS INVITED for complete pharmacy fittings and fixtures in African walnut, as new for Pharmacy (32 x 15). Also complete fixtures for modern dispensary (12 x 10). Available November 1961. Perry, Chemist, Bridge Street, Haverfordwest. C 4050

SURAMA MEDICATED CIGARETTES

An increasingly popular brand. Generous trade terms:

10's (retail price 1/2) 8/- doz. packs
20's (retail price 2/2) 15/- doz. packs
50's (retail price 5/5) 36/8 doz. packs
(Plus Purchase Tax)

3 dozen lots—13 to dozen

Order from:

VINES BIOCRIN LTD.,
222/224 HARROW ROAD,
LONDON, W.2

Tel.: CUNningham 1172/3
or from your wholesaler

C 564

MISCELLANEOUS

20% DISCOUNT—CARPETS, Etc. All types obtainable. Axminster, Wilton, Broadloom, fitted. Usual guarantees. Free delivery. For introduction to Manchester or London Showrooms, or postal orders. Write: Gekay Carpet Suppliers, 754 Rochdale Road, Royton, Lancs. C 4006

GORDONIA PROPHYLACTICS

Wallets of 3, packed in attractive display outers. 30s. per gross. Write for free samples and special terms for quantities.

GORDON, TEITZ & ARISTO, LTD.,
222/224 Harrow Road, London, W.2
Tel.: CUNningham 1172.

C 568



OF THE NEW TORBET ADVERTISING

Why not inform your customers about

TORBET CALSALETTES 1/8½ & 6/9

TORBET LACTIC OATS 2/2 & 4/3

TORBET LACTIC OAT CO. LTD.,
24, Great King Street, Edinburgh, 3.

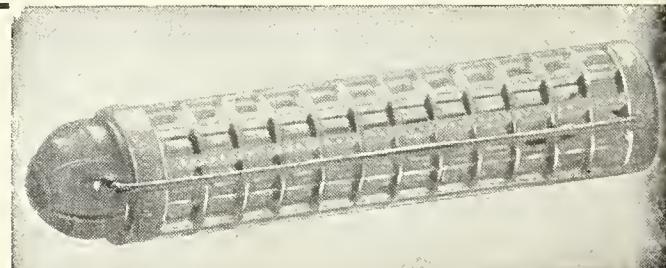
NOVELTY HAIR ROLLER 'FABULO' BRAND

The world's best and cheapest UNBREAKABLE (polythene) HAIR ROLLER in 6 sizes for professional use by Hairdressers, for use with Home Perms or simply by damping the hair.

No. 0=12's 15/10d. per doz. packets. No. 1=7's, No. 2/T=6's, No. 2=5's and No. 3=3's all at 15/0d. per doz. packets. No. 4/T=3's 16/8d. per doz. packets. All prices + 27.5% P.T. (less 2½% special discount). Retail No. 0=2/5d., No. 4/T=2/6d. all other Numbers or counts=2/4d. per pkt. Supplies obtainable through the wholesale trade or direct from:

HAETAM LTD.

63 CORPORATION ST., MANCHESTER 4
Telephone: Blackfriars 3882



With order for 6 Dozen packets very attractive Metal Display Stand is supplied.

Wholesalers who do not yet stock these renowned fashionable Hair Rollers please contact us for trade terms



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NUVOLA! Nuvola is a delicate, perfumed powder that gives women grease-free, fragrant hair. Millions of grease-absorbing crystals that hold the grease and then brush clean away. It's so easy to use . . . therefore so easy to sell. Nuvola!



Nuvola

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grease
from the hair

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ONE PACK FREE - P.T. FREE

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AUGUST 19 1961

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SO EASY TO USE - JUST CUT THE SLOTS

Your customers will appreciate the ease with which they can use this unique pack. It enables them to regulate the evaporation required by snipping off the raised ridges thereby regulating the block volatilisation according to the use for which it is required.

ORDER now in time to participate in the appreciable demand. This product is packed in outers of 2 dozen units with showbox (3 outers comprise a carriage paid order) and shows full 33½% trade terms to retail at 1s. 4d.

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